

John La Rocca,  
SIOR, ALC  
Senior Vice President  
Principal, Board of Advisers



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## SPECIALIZATION

**Land**  
**Industrial**

## CLIENT RELATIONSHIPS

- North Carolina State University
- Wake Forest University
- FedEx Ground
- Wal-Mart
- Cemex
- GeoMagic
- Safway Steel
- Dal-Tile
- Walgreens
- Door Store of America

## CAREER SUMMARY

In addition to leading the land team, John handles all aspects of tenant/buyer and owner/seller representation, including lease and contract negotiations, site selection, and asset acquisition and disbursement. John has worked with a diverse group of clients and a wide array of local, regional, and national developers. John also participates in full service projects extending from corporate strategic planning and commercial real estate investment consulting to national and international lease and sale representation. John has managed more than 260 transactions valued at more than \$100 million during his commercial real estate career.

John joined Grubb & Ellis|Thomas Linderman Graham in 1997, following his assignment with Capital Associates as Director of Corporate Services.

## EXPERIENCE

- 2006 – Present Senior Vice President, Grubb & Ellis|Thomas Linderman Graham
- 2003 – 2006 Vice President, Grubb & Ellis|Thomas Linderman Graham
- 1997 – 2003 Real Estate Advisor, Grubb & Ellis|Thomas Linderman Graham
- 1995 – 1997 Director of Corporate Services, Capital Associates

## EDUCATION

- Niagara University – Bachelor of Arts degree, Communications

## PROFESSIONAL RECOGNITIONS / AFFILIATIONS

- Member, Society of Industrial and Office Realtors® (SIOR)
- Accredited Land Consultant (ALC) Member, Realtors® Land Institute (RLI)
- 2007 Chairman, North Carolina Commercial Association of Realtors® (NCAR)
- Member, Board of Governors, National Association of Realtors® (NAR)
- Past President, Triangle Commercial Association of Realtors® (TCAR)
- Member, Raleigh and Cary Chambers of Commerce
- Member, National Eagle Scout Association
- Founder and Member, Executive Council, Triangle Sons of Italy
- District Chairman, Baden Powell District, Boy Scouts of America
- Board of Directors, Occoneechee Council, Boy Scouts of America
- Winners Circle, 2007, 2006, 2005, 2004, 2003, Grubb & Ellis|Thomas Linderman Graham
- Largest Land Transaction, 2007, 2006, Grubb & Ellis|Thomas Linderman Graham
- Community Service Award, 2005, 2004, Grubb & Ellis|Thomas Linderman Graham
- Most Transactions, 2004, 2003, 2002, Grubb & Ellis|Thomas Linderman Graham
- Leadership Award, 2003, Grubb & Ellis|Thomas Linderman Graham
- Best New Listing, 2002, Grubb & Ellis|Thomas Linderman Graham