

# Joe Kuvetakis, *Broker*

JOHN CUMBELICH & ASSOCIATES

Joe Kuvetakis began his commercial real estate career with Marcus & Millichap in August of 2008 as the bottom fell out of the housing, securities, and stock markets, and as the Great Recession truly began to earn its moniker. With a passion for the business, a healthy fear of failure, and stubborn immigrant's blood coursing through his veins, Joe foolishly, and correctly, convinced himself there had never been a better time to get into commercial real estate. Like many, Joe didn't make a dime in 2009. However, by the end of his second year in the business, Joe was the second highest earner in the Oakland office. By his third year, he wanted to expand his business beyond investment sales, and have a more direct relationship with the retailers and developers that made the retail sector go. In August of 2011, Joe joined John Cumbelich & Associates to do just that.

Joe represents and understands a broad range of rapidly growing retailers in Northern California and beyond. From grocers such as Smart & Final, fitness uses like Fitness 19, fast food in Dunkin' Donuts, apparel boutiques like Scout & Molly's, and Retail Entertainment concepts such as Studio Movie Grill.

Additionally, Joe's business places an emphasis on his foodie roots and represents several highest-in-quality, and best-in-category Northern California specialty restaurants like ROAM Artisan Burgers, Zachary's Chicago Pizza, and many others.

In addition to his tenant representation services, Joe assists a number of REITs, developers and landlords in acquisitions, dispositions, and in leasing their first class properties and development projects throughout the throughout the bay area.

Joe's core beliefs are to put his clients' needs as people first, to always take the high road, to see his projects through to completion, and to pay it forward. His passion for retail continues to grow as he has seen the positive effects it can have on the surrounding markets and communities.

## MAJOR PROJECTS

Downtown Pleasant Hill, Pleasant Hill, CA  
Main Street Plaza, Walnut Creek, CA  
La Fiesta Square, Lafayette, CA  
Agora at South Main, Walnut Creek, CA

## SELECT CLIENTELE

### Retailer

Smart & Final  
Fitness 19  
Dunkin' Donuts  
ROAM Artisan Burgers  
Samovar  
Zachary's Chicago Pizza  
Scout & Molly's  
Studio Movie Grill

### Owner

UBS Realty Advisors  
Cortese Investments, LLC  
Essex Property Trust  
BH Development  
CH Development

## EXPERIENCE

### 2008-2011

#### Broker, Marcus & Millichap

Prior to joining the firm, Joe was employed by Marcus & Millichap, the number one leased-investment sales brokerage nationwide, in their Oakland office. There he specialized in the sales of retail properties. In only his second year in the business, he was the #2 agent in an office of over 20 agents.

## PROFESSIONAL AFFILIATIONS

Mr. Kuvetakis is a member of the International Council of Shopping Centers and the ICSC Next Generation and X Team International.

## EDUCATION

Mr. Kuvetakis holds a Bachelor of Arts degree from the University of California, Los Angeles.

1330 N Broadway, Suite 200A  
Walnut Creek, CA 94596  
T 925.935.5400 x124  
F 925.940.9583

joe@cumbelich.com  
www.cumbelich.com  
CA DRE LIC #01854159

John Cumbelich  
& Associates

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