

# Jonathan M. Varholak | Partner



## Professional Experience:

2001-Present — Richards Barry Joyce & Partners  
1994-2001 — Cushman & Wakefield

## Education:

Boston College, B.S., Accounting

## Affiliations:

Greater Boston Real Estate Board (Member)  
Citizens Schools  
United Way

## Major Accomplishment/Transactions:

Over seventeen years of experience specializing in advising Tenants and Landlords throughout the Cambridge and Route 128 markets and has completed several large sale and lease transactions of over 9.5 million square feet.

- Cushman & Wakefield's New England "Deal of the Year" in 1998
- Member of Cushman & Wakefield's "Top Producer Team" in New England in 1999
- "Top 100 National Ranking" for Cushman & Wakefield in 2000
- Member of the team that received Boston's "Industrial Deal of the Year" in 2001
- CBA Achievement Award — Platinum Level Producer 1999 to Present.
- Awarded Boston's "Top 25 Power Broker" in 2003, 2006, 2007, 2008, 2009 & 2010 for Leasing Transactions
- Awarded CBA's 2007 "Life Science Deal of the Year" in Greater Boston

## Exclusive Tenant Representative and Consultant Experience for Corporations, Professional Firms and Biotechnology Companies Including:

Shire	636,000 SF	Constellation Pharma	33,000 SF
iRobot	187,000 SF	BIND Biosciences	29,000 SF
PAREXEL	130,000 SF	Metabolix	26,000 SF
EDC	120,000 SF	Syntonix Pharmaceuticals	25,000 SF
Idenix Pharmaceuticals	90,000 SF	Morgan Stanley	23,000 SF
Synta Pharmaceuticals	90,000 SF	Foundation Medicine	22,000 SF
Olympus/NDT	83,000 SF	BG Medicine	21,550 SF
Aveo Pharmaceuticals	75,000 SF	Cartera	21,000 SF
CSN Stores	75,000 SF	PassKey	21,000 SF
Praecis Pharmaceuticals	65,000 SF	Affinova	20,000 SF
Imagitas (Pitney Bowes)	57,800 SF	Epizyme	18,000 SF
CIDC	55,000 SF	Nine Port Medical	16,000 SF
NIRT	53,000 SF	Spectral Sciences	16,000 SF
NitroMed	52,000 SF	Blue Print Medicine	15,000 SF
Arbor Networks	50,000 SF	Eleven Bio	15,000 SF
Adnexa Therapeutics/	47,000 SF	Charles River Ventures	13,000 SF
Bladologic	45,000 SF	Selecta Bio	12,000 SF
Luminus Devices	45,000 SF	Mersana Therapeutics	11,500 SF
Critical Therapeutics	40,000 SF	Circor International	9,000 SF
Soundbite Communications	38,000 SF	24 M	3,000 SF
TolerRx	38,000 SF		

## Exclusive Landlord Representative Experience for Suburban Properties, Including:

Cambridge Discovery Park, Cambridge	820,000 SF	Lexington Corporate Center, Lexington	285,000 SF
The Arsenal on the Charles, Watertown	707,000 SF	25 Mall Road, Burlington	278,000 SF
Burlington Research Center, Burlington	590,000 SF	One Wall Street, Burlington	192,000 SF
MetroNorth Corporate Center, Woburn	570,000 SF	Hayden Woods, Lexington	190,000 SF
410 First Street, Needham	390,000 SF	830 Winter Street, Waltham	182,000 SF
Waltham Woods, Waltham	380,000 SF	77 S. Bedford, Burlington	144,000 SF

