

JONATHAN M. VARHOLAK  
PARTNER



### Professional Experience:

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

### Education:

Boston College, B.S., Accounting

### Affiliations:

Greater Boston Real Estate Board (Member)

### Major Accomplishment/Awards:

Over thirteen 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 7 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 and 2006 for Leasing Transactions

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

iRobot	158,000 SF	Bladelogic	31,000 SF
PAREXEL	130,000 SF	Metabolix	26,000 SF
Harvard Business School	113,000 SF	Syntonix Pharmaceuticals	25,000 SF
Lucent Technologies	105,852 SF	Xerox Corporation	23,500 SF
Idenix Pharmaceuticals	90,000 SF	Morgan Stanley	23,000 SF
ScanSoft	89,000 SF	Health Advances	21,925 SF
Genuity	84,883 SF	BG Medicine	21,550 SF
Synta Pharmaceuticals	80,000 SF	Market Soft	20,400 SF
Olympus/NDT	69,000 SF	Centagentix	20,000 SF
Praecis Pharmaceuticals	65,000 SF	ActivBiotics	18,000 SF
Imagitas	57,800 SF	Xanthus	18,000 SF
NitroMed	52,000 SF	Arbor Networks	17,000 SF
Luminus Devices	45,000 SF	Protein Forest	16,000 SF
Critical Therapeutics	40,000 SF	Spectral Sciences	16,000 SF
Soundbite Communications	38,000 SF	Prudential/Wachovia	13,000 SF
TolerRx	38,000 SF	Circor International	9,000 SF
Control Delivery Systems	37,500 SF	Mersana Therapeutics	9,000 SF
Adnexus Therapeutics	33,000 SF	Resolvix	9,000 SF

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

Cambridge Discovery Park, Cambridge	820,000 SF
The Arsenal on the Charles, Watertown	707,000 SF
Lexington Corporate Center, Lexington	285,000 SF
25 Mall Road, Burlington	278,000 SF
860 Winter Street, Waltham	212,000 SF
One Wall Street, Burlington	192,000 SF
Hayden Woods, Lexington	190,000 SF
830 Winter Street, Waltham	182,000 SF
77 S. Bedford, Burlington	144,000 SF

