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THIS WEEK
WEEK
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EXECUTIVE PROFILE

Steve Gustafson, owner and president of Nautilus General Contractors.

Pg. 50



SPECIAL REPORT

Commercial Real Estate

Pg. 23

THE LISTS

Commercial Real Estate Brokerages

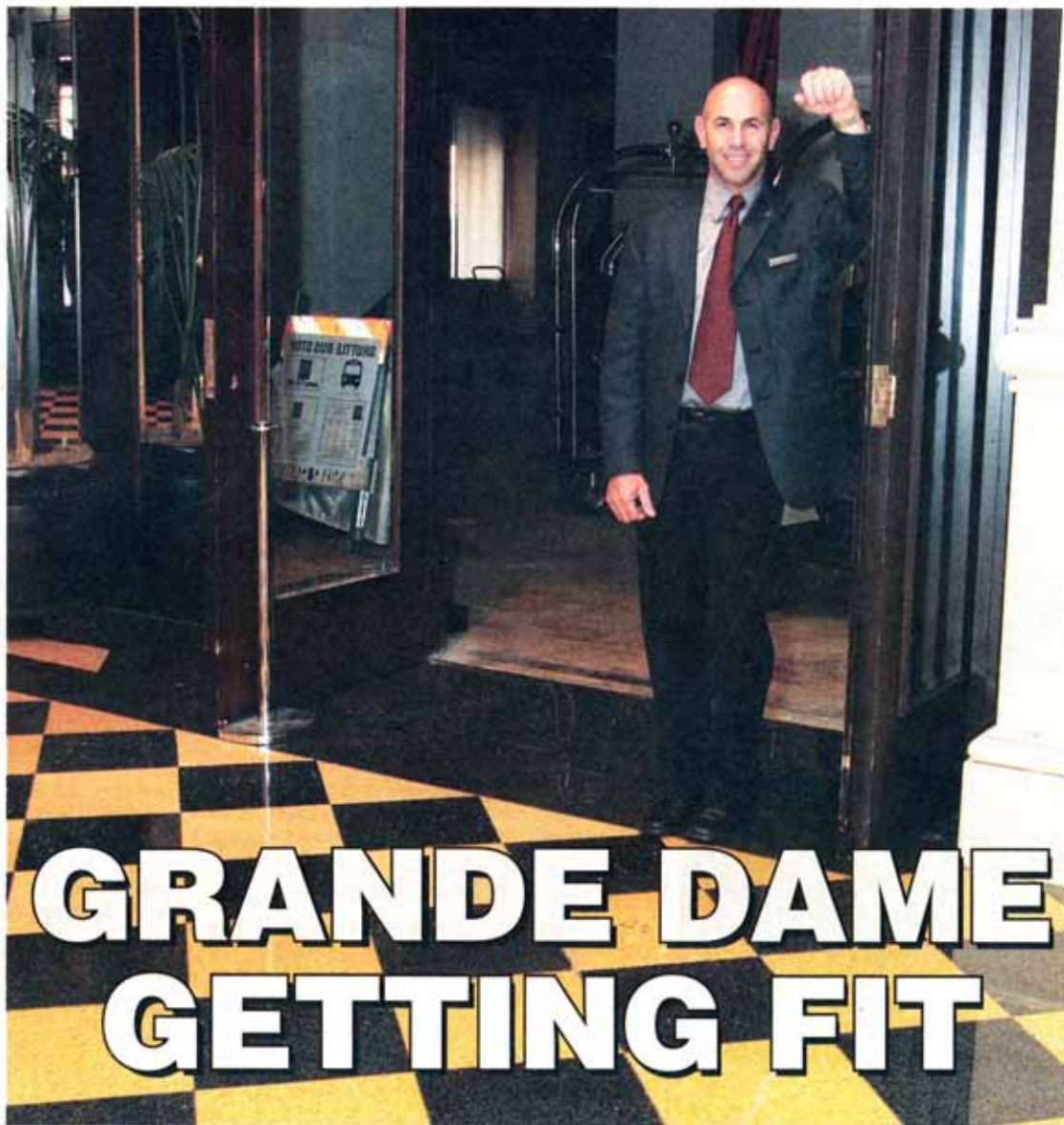
Pgs. 34, 36

Top Commercial Real Estate Leases of 2007

Pg. 38

Top Commercial Real Estate Sales of 2007

Pg. 40



US Grant Adding Spa.

BY CONNIE LEWIS

It's doubtful that any single entity has ever spent as much money redeveloping a hotel in this county as the Sycuan Band of the

Entrepreneurial Spirit Driving \$1 Billion Real Estate Agents

Using Teams, Office Systems to Move Homes Are Keys to Success

BY MICHELLE MOWAD

San Diego is America's finest city. It's home to the nation's busiest single runway airport. It has the nicest climate and some of the greatest beaches. The city also is home to a handful of \$1 billion real estate agents.



Gregg Neuman

Steve Kantor, a San Diego native and author of "Billion Dollar Agent — Lessons Learned," believes 10 local agents have hit the \$1 billion sales mark out of just 100 to 200 nationwide.

He interviews 70 stellar agents, including two local professionals, Matt Battiata of the Carlsbad-based **Battiata Real Estate Group** and Gregg Neuman.

Kantor says he anticipated finding 500 to 1,000 elite agents among the 1.3 million members of the National Association of Realtors, but the numbers came in far lower.

Research indicates that San Diego real estate teams Peggy and Eric Chodorow, Maxine and Marti Gellens, Gregg and Debbie Neuman, **Greg Noonan and Associates**, as well as the Kathy Pound team, have each sold more than

EXECUTIVE PROFILE | STEVE GUSTAFSON



Melissa Jacobs

RESUMÉ

Name: Steve Gustafson.

Companies: Nautilus General Contractors, Nautilus Custom Builders and Nautilus Building Consultants.

Titles: Owner and President.

Education: Bachelor of Architecture, California Polytechnic State University, San Luis Obispo; M.B.A., Northwestern University.

Birthplace: San Diego.

Age: 46.

Current residence: Mission Hills.

Family: Wife, Cathy; daughters, Jenna, 14, and Delaney, 6; son, Nick, 6.

BY ANDREW SCHWEIZER

Steve Gustafson, owner and president of **Nautilus General Contractors**, founded his business in 2002 after leaving his previous startup, Valentine Construction Inc. Nautilus continues Valentine's work in the Southern California and Arizona building markets and provides consulting and construction services to both commercial and residential clients.

BUSINESS PHILOSOPHY

Essential business philosophy: Develop and nurture relationships.

Best way to keep a competitive edge: Force your business to grow.

Guiding principle: The Golden Rule.
Yardsticks of success: Repeat and referral business.

Goals yet to be achieved: To be able to pass on the ownership and leadership of the business to others.

JUDGMENT CALLS

Best business decision: Venturing out on my own without the support of a partner.

Worst business decision: Losing focus of our core business to pursue a project

that didn't materialize.

Toughest business decision: Quitting good jobs at age 30 and moving to Chicago with my wife to attend graduate school.

Biggest missed opportunity: Not buying downtown real estate some time ago.

Mentor: Former business partner Valentine Hoy Sr.

Word that describes you: Easygoing.

TRUE CONFESSIONS

What you like best about your job: The freedom of not having to report to anyone.

What you like least about your job: Disciplining an employee or letting them go.

Pet peeve: Spam.

Most important lesson learned: There are at least two sides to every story.

Person most interested in meeting: Comedian Dana Carvey.

Three greatest passions: Kids, skiing and following local sports.

First choice for a new career: Teacher.

PREDILECTIONS

Favorite quote: "Grant me the serenity to accept the things I cannot change, the courage to change the things I can, and the wisdom to know the difference."

Most influential books: Alfred Lansing's "Endurance," Ayn Rand's "The Fountainhead" and most recently, Cormac McCarthy's "The Road."

Favorite status symbol: My new BlackBerry Pearl.

Favorite restaurant: Ruth's Chris Steakhouse.

Favorite place for business meetings: Starbucks.

Favorite vacation spot: Tie between Maui and Park City, Utah.

Favorite ways to spend time: Sailing, golfing, puttering around at home.