



## Top Ranked Sales Agents Join Colliers in L.A.

Firm Taps Kitty Wallace and Scott Heaton as SVPs

By [Laurie Forbes](#)



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Colliers International recruited two top sales professionals to its executive ranks. Kitty Wallace and Scott Heaton joined the firm as senior vice presidents in the downtown Los Angeles office.

Wallace has closed more than 100 multi-million dollar deals since 2007. Her expertise is in the sale of apartment buildings, land development, condo conversions and other special assets. She is a former senior vice president for Sperry Van Ness in West Los Angeles where she was the No. 1 in multifamily advisor nationally for the past six years and the No. 2 agent nationwide for all product types for the past eight years. Wallace has collected multiple awards over the last year including SVN Rookie of the Year, Trainer of the Year and Agent of the Month and she holds the record for achieving the highest cost-per-unit and cost-per-square foot price in L.A. County.

Heaton is an investment sales specialist with 30 years in commercial real estate. He started his career at Colliers, formerly known as Colliers-Seeley International, in 1980, ranked as a top 10 producer for 15 years and gained the title of principal. After more than 22 years at the company, he joined CB Richard Ellis in 2003, which eventually led to him overseeing the Los Angeles-Central Private Client Group with Patrick Barnes and Joseph Williams, who also recently joined Colliers as senior associate and associate, respectively.

Some of his deals of note in the Greater Los Angeles basin include: the leased investment sale of the 272,000-square-foot former Ralphs Distribution Center, the investment sale of the 600,000-square-foot former FEDCO Distribution Center, the disposition and subsequent industrial redevelopment of the 26-acre former Alcoa site, the disposition and subsequent redevelopment of a retail power center within the 50-acre former Northrop Grumman property.