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PROFESSIONAL EXPERIENCE

MADISON PARTNERS, LOS ANGELES

8/1/13 to Current

Hired by the most active boutique commercial investment brokerage firm in Los Angeles County to secure and enhance high profile post-sale agency assignments, and assist in underwriting of the ongoing sale assignments.

- Current landlord clients: Kennedy Wilson/LeFrak, CIM, & Bixby Land Co.

BIXBY LAND COMPANY, SOUTH BAY CALIFORNIA 6/1/12 to 8/1/13

Consultant

Hired as consultant to source new "value add" acquisitions in South Bay and West Los Angeles. Reported to President and Acquisitions partner.

- Helped underwrite the acquisition of 21250 Hawthorne in Torrance for \$54M, and 2101 El Segundo for \$112/sf.
- Hired to handle all existing and new leasing during renovations.
- Post close responsibilities included opening the onsite marketing center, vetting third party leasing agents, designed, bid, and supervised the build out of 30,000 s.f. of move in ready "Spec" suites.
- Leased approx. 62,000 sf (21% of NRA) in Torrance last twelve months. ANA Airways and Living Social.
- Moved rents up by 16% and in some instances over 35 % above proforma.

TOP MANAGEMENT COMPANY, LOS ANGELES 10/1/10 to 3/1/12

President

Recruited away from Irvine Company and hired to lead transition, restore and "professionalize" approx. \$ 1 Billion of diverse real estate holdings owned by a private, high net worth family.

- Leader of a 145-employee private subsidiary created to manage, lease, market, facilitate construction, engineering services, accounting and monthly financial updates for five (5) million square feet of both family assets, and third party accounts.
- Hired to fill key open positions, build a new team, and implement institutional best practices for Leasing, management and operations.
- Properties included office in Brentwood, Century City, West LA, Hawaii, San Fernando Valley and Ventura, Boutique retail in Westwood and Santa Monica, and approx. 2,000 Section 8 - HUD contract apartments throughout California

THE IRVINE COMPANY, LOS ANGELES

1998 to 2010

Regional Vice President, Los Angeles and Silicon Valley

Most senior employee in Los Angeles overseeing marketing and leasing of the \$ 1.3 billion, Class A, trophy office portfolio in Century City and Westwood and Silicon Valley.

- In 2008 promoted to supervise the third party leasing of 4 million s.f. flex office properties in Sunnyvale, San Jose, and Milpitas region.
- Responsible for market intelligence for LA Market acquisitions (e.g. Commonwealth, Trizec and EOP /Blackstone portfolios)
- Consummated \$70M/year in lease consideration from '04-'10.
- Processed and closed approximately 60 transactions each year.
- Developed and maintained " VIC " relationships with News Corp., Goldman Sachs, Credit Suisse, Capital Group, Citi Group, Jefferies, Trust Company of West, Brentwood Associates ,Transamerica ,Time Warner, Cisco, Steptoe, Johnson et al
- Prepared the underwriting for 2002 acquisition of Fox Plaza (\$351M)

JONES LANG LASALLE, SOUTH BAY CALIFORNIA

1996 to 1998

Vice President Leasing and Management

- Recruited away from Hines and selected to be New Business Leader for Los Angeles and Orange Counties leasing & management assignments.
- Also hired to market and lease the trophy assignments of Fox Plaza on behalf of Marvin Davis and the Center West trophy high rise in Westwood owned by Kambiz Hekamt
- Supervised the leasing and management team for Kaufman & Broad Center on behalf of La Salle Partners Fund IV. Helped facilitate the disposition to Douglas Emmett (\$30M)
- Recruited and mentored college graduates in leasing, research, and new business presentations.

HINES INTERESTS, LOS ANGELES

1992 to 1996

Leasing Manager on Swiss Bank portfolio in Southern California

- Hired as local expert to aide in the execution of the 1.3 million sq ft. major renovation and disposition assignment for Swiss Bank. Sold to Beacon Properties in 1996.
- Leasing agent for 1 million s.f. in 10960 and 10880 Wilshire in Westwood while major renovations and repositioning took place.
- Promoted to takeover the Morgan Stanley/Homart JV portfolio that included Wilshire Landmark II in Brentwood, and Xerox Center II (1960 Grand) in El Segundo.
- Provided market support for the disposition of the sole San Diego asset in the Swiss Bank portfolio – i.e. sold 110 West A Street to the Considine family on behalf of Swiss Banks partner; Commonwealth Bank

CBRE, CENTURY CITY

1988 to 1992

- Hired as an apprentice by # 1 office producers John McRoskey and Jerry Hess.
- Only a one-year program due to extensive prior sales and marketing training at IBM and Xerox.
- Leasing agent on World Savings, Landmark I & II, and Maple Plaza.
- Institutional clients represented included Sears/Homart, Morgan Stanley, Olympia & York and Texas Teachers Pension

COMMUNITY

Founding member to formulate the Business Improvement District (BID) for Westwood Village and then elected Vice Chairman.

Past Board Member for Los Angeles Commercial Realty Association (LACRA).

Speaker and panelist as market expert for West Los Angeles on the Annual Century City Chamber of Commerce Real Estate programs and LACRA Quarterly Market updates.



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