

CALIFORNIA
ARIZONA
TEXAS

THE WH SPURGEON BUILDING

202-208 W 4TH STREET, SANTA ANA, CA 92701



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THE WH SPURGEON BUILDING | 54,400 SF | SANTA ANA, CA

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presented by:

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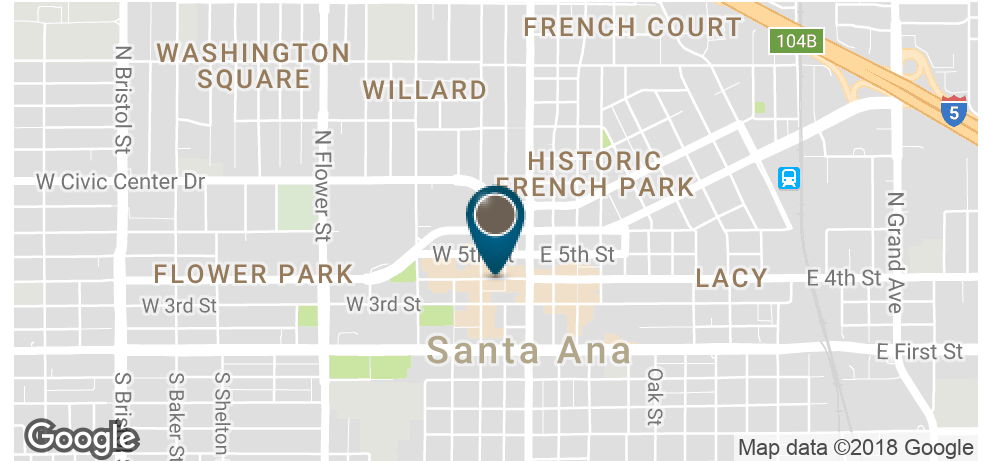
Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by The REEF Group in compliance with all applicable fair housing and equal opportunity laws.

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PROPERTY INFORMATION

PROPERTY INFORMATION | EXECUTIVE SUMMARY

THE WH SPURGEON BUILDING | 54,400 SF | SANTA ANA, CA



OFFERING SUMMARY

Sale Price:	Best Offer
Cap Rate:	TBD%
GOI:	\$261,110
Lot Size:	1.72 Acres
Year Built:	1910
Building Size:	54,400
Renovated:	1983
Zoning:	C3-HBII
Market:	Orange County
Submarket:	Downtown SA Civic Center
Price / SF:	TBD

PROPERTY OVERVIEW

This architecturally distinctive building was developed in 1913 and was placed on the National Register of Historic Places in 1979. In 1983 new steel was put in the ground floor and was welded to the original steel frame. The property includes a corner lot land area of 1.72 acres with a building size of 54,400 square feet. Currently 43,282 square feet is vacant giving a new investor a value add to bring in new tenants. The tenants that occupy 11,118 square feet to date which represents an approximate gross annual income of \$261,110.

PROPERTY HIGHLIGHTS

- Most Iconic Property in Civic Center
- Unique Opportunity to Reposition into Creative Office, Residential, Hotel or combination
- Onsite Coffee Shop Hopper & Burr and Vacation Bar are area favorites
- Floors 3 & 4 are Vacant giving new buyer an opportunity to lease or redevelop
- First time on the market since 1985

PROPERTY INFORMATION | PROPERTY DESCRIPTION

THE WH SPURGEON BUILDING | 54,400 SF | SANTA ANA, CA



PROPERTY OVERVIEW

This architecturally distinctive property was developed in 1913 and was placed on the National Register of Historic Places in 1979. In 1985 new steel was installed on the ground floor and was welded to the original steel frame. The property includes a corner lot land area of 1.72 acres with a building size of 54,400 square feet. Currently 43,282 square feet is vacant giving a new investor, owner user or developer a significant value add component rarely seen on the market. The tenants that occupy 11,118 square feet to date represents an approximate gross annual income of \$261,110 and are a mix of retail and creative office users.

LOCATION OVERVIEW

The Spurgeon Building is located in the heart of Downtown Santa Ana Civic Center on the Corner of 4th Street and Sycamore Street. Easy Access to I-5, 55, 57 and 22 Freeways and down the street from the MetroLink/Amtrack light rail. The property was originally occupied by Santa Ana City Hall and the County Seat to Orange County which solidifies its central location with easy access from across OC.

PROPERTY INFORMATION | PROPERTY DESCRIPTION

THE WH SPURGEON BUILDING | 54,400 SF | SANTA ANA, CA



CITY OF SANTA ANA

-The City of Santa Ana was established in 1869 by William Spurgeon on 74 acres of land purchased from the old Spanish land grant. The County of Orange was formed in 1889 by William Spurgeon and James McFadden and Santa Ana was chosen as the county seat of government because of its larger growth as a town over surrounding towns. The old Orange County Courthouse, now a museum, was built in 1901 enabling Santa Ana to blossom into the country's main economic and political center. The Historic Downtown district in Santa Ana is known for its Art Deco style buildings. -The cream-colored brick structure known as the Spurgeon Building, named after City founder William H. Spurgeon and built in 1913, was placed on the National Register of Historic Places in 1979. The local designation, suggested by the Santa Ana Historical Preservation Society, means that state historic codes now also apply. The building significant not only because of its neoclassical architecture but also for its association with Spurgeon and other figures in Santa Ana's history.

-Santa Ana is the county seat and second most populous city in Orange County, California. The nation's 57th-largest, Santa Ana boasts a population of over 335,000 residents. The city was built adjacent to the Santa Ana river about 10 miles from the California coast. Santa Ana's metropolitan area includes Los Angeles and Long Beach, which combined equate to a Gross Metropolitan Product of \$792 Billion, ranking number two among US metropolitan areas. -The city is home to Mater Dei Highschool, which in addition to being one of the largest Catholic High Schools in the US has a highly successful sports program, including one of the most reputable football programs in the country. The Orange County High School of the Arts is located in downtown Santa Ana and caters to middle and high school students with performing, visual, literary arts and culinary arts. Both Mater Dei and OCSA are considered top tier schools among the US scholastic system.

-Santa Ana's institutional area contains Santa Ana Civic Center, which includes the Old Orange County Courthouse, the Ronald Reagan Federal building, the United States Courthouse, the California Court of Appeal, and various city, county, state and federal facilities. It is the corporate headquarters of several companies including Behr Paint, First American Corporation, and The Orange County Register. It also houses major regional headquarters for the Xerox corporation, Ultimate Software, and T-Mobile.

-Disneyland and Knott's Berry Farm amusement parks are located just northwest of Santa Ana. The beach is located just 20 minutes to the south at Huntington Beach and Newport Beach, which are easily accessible by the 55 freeway.

PROPERTY INFORMATION | COMPLETE HIGHLIGHTS

THE WH SPURGEON BUILDING | 54,400 SF | SANTA ANA, CA

SALE HIGHLIGHTS

- Most Iconic Property in Civic Center
- Unique Opportunity to Reposition into Creative Office, Residential, Hotel or combination
- Onsite Coffee Shop Hopper & Burr is and Vacation Bar are area favorites
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- First time on the market since 1985



Transportation/Access

STATE OF THE ART SYSTEMS EXPANDING

Orange County enjoys a highly strategic location between Los Angeles and San Diego, with convenient access to major cities and attractions throughout Southern California. Highways and surface transportation in Orange County are primarily focused on three major interstate highways, including the Santa Ana (I-5), San Diego (I-405 and I-5, south of Irvine) and San Gabriel (I-605) Freeways. Additional state routes serving the county include the Riverside and Artesia (SR-91), Garden Grove (SR-22), Orange (SR-57), Costa Mesa (SR-55), Laguna (SR-133), San Joaquin Transportation Corridor (SR-73) and Eastern Transportation Corridor (SR-261, 133 and 241). The 405/55 Freeway interchange is one of the most heavily trafficked in the U.S., with an average daily volume of over 400,000 vehicles. Pacific Coast Highway (SR-1) is a state highway that runs along much of the Pacific coast and ends at the Orange County portion of the I-5 in Capistrano Beach.

PUBLIC TRANSIT

Public transit is offered primarily by the Orange County Transportation Authority (OCTA), recognized as one of the best public transportation systems in the nation. OCTA manages the county's bus network and works closely with Southern California's Metrolink, which operates three commuter rail lines that connect Orange County to Los Angeles, the Inland Empire and San Diego County. More than 40 trains, including Amtrak service, run along these lines and accommodate approximately 15,000 passengers per weekday. The Anaheim Regional Transportation Intermodal Center (ARTIC) is a transportation hub that combines a transportation gateway and mixed-use activity center on a 16-acre site owned by the City of Anaheim. The approximately \$189 million-dollar project broke ground in September 2012 and opened in 2014. It connects Orange County's bus network, the Southern California Metrolink rail system, and the planned California High-Speed Rail line in the city's Platinum Triangle. Additionally, ARTIC is planned to be a transfer point to a planned rapid transit line which would run from ARTIC to the Disneyland Resort.

AIR

John Wayne International Airport (SNA) is Orange County's only commercial airport, providing approximately nine million passengers with domestic and international service. Other commercial airports servicing Los Angeles and Orange Counties include Long Beach (a 25 minute drive from the Property), Los Angeles International (45 mins) and LA/Ontario International (48 mins) Airports.

Planned Downtown Light Rail (OC Streetcar)

On May 5, 2015 the OCTA received approval to enter the Federal New Starts Program, and on February 9, 2016 the OC Streetcar was included in the \$125 million federal budget for Orange County. The OC Streetcar will link the bustling Santa Ana Regional Transportation Center (SARTC), which provides regional rail, OCTA bus, and inter-city and international bus services, to a new multimodal hub at Harbor Boulevard/Westminster Avenue in Garden Grove. Along the way, OC Streetcar will connect directly with 18 OCTA bus routes. OC Streetcar will serve the historic downtown Santa Ana and Civic Center which includes government offices, federal, state and local courthouses, unique restaurants and shops, the Artists Village, East End, several colleges and a variety of community enrichment organizations.

OC Streetcar will increase transportation options and provide greater access along its 4.15-mile route (in each direction) along Santa Ana Boulevard, 4th Street, and the Pacific Electric right-of-way to Harbor Boulevard in Garden Grove.

Construction is scheduled to commence in 2018 and be completed in 2020.



PROPERTY INFORMATION | ADDITIONAL PHOTOS

THE WH SPURGEON BUILDING | 54,400 SF | SANTA ANA, CA

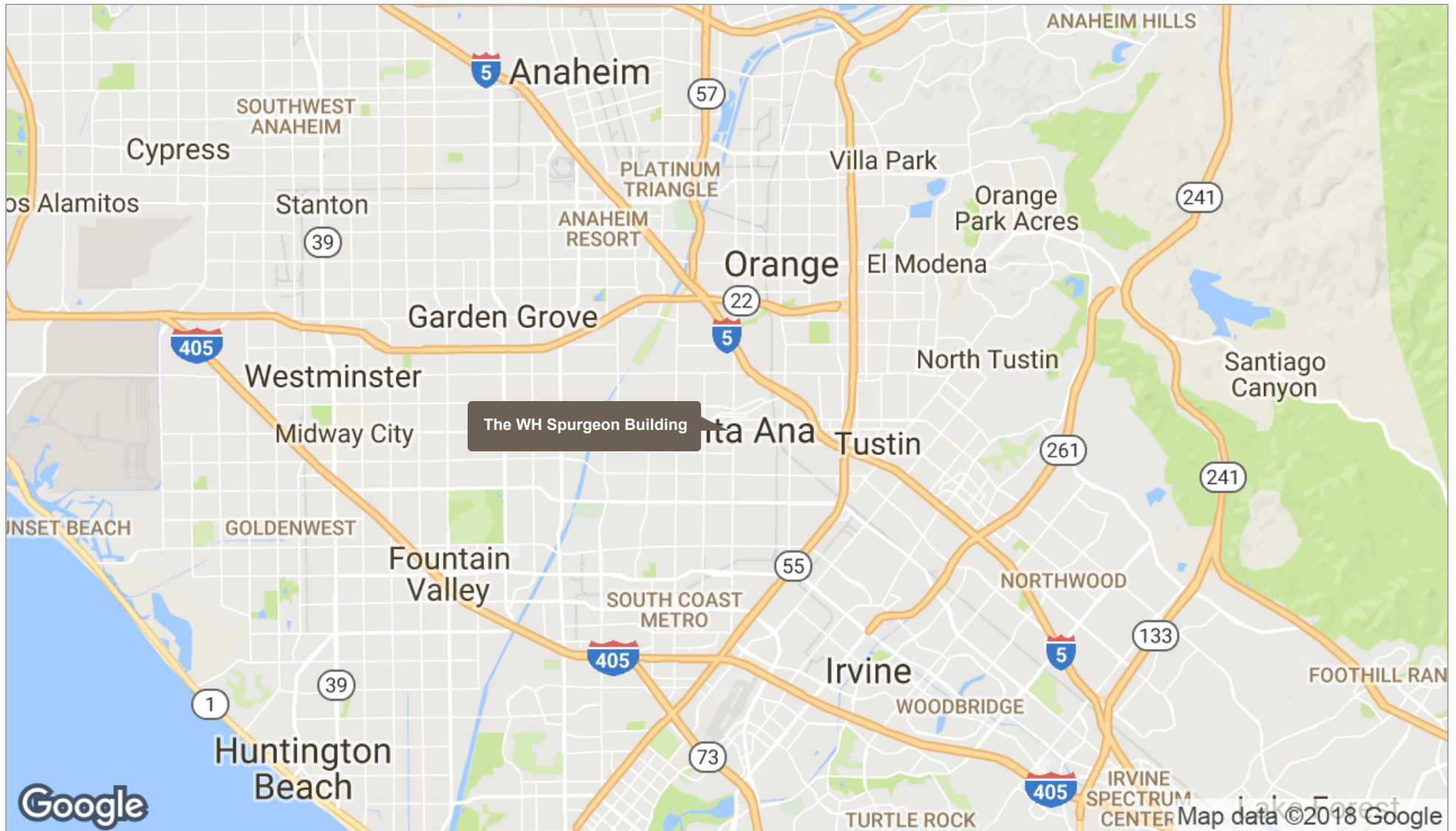


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LOCATION INFORMATION

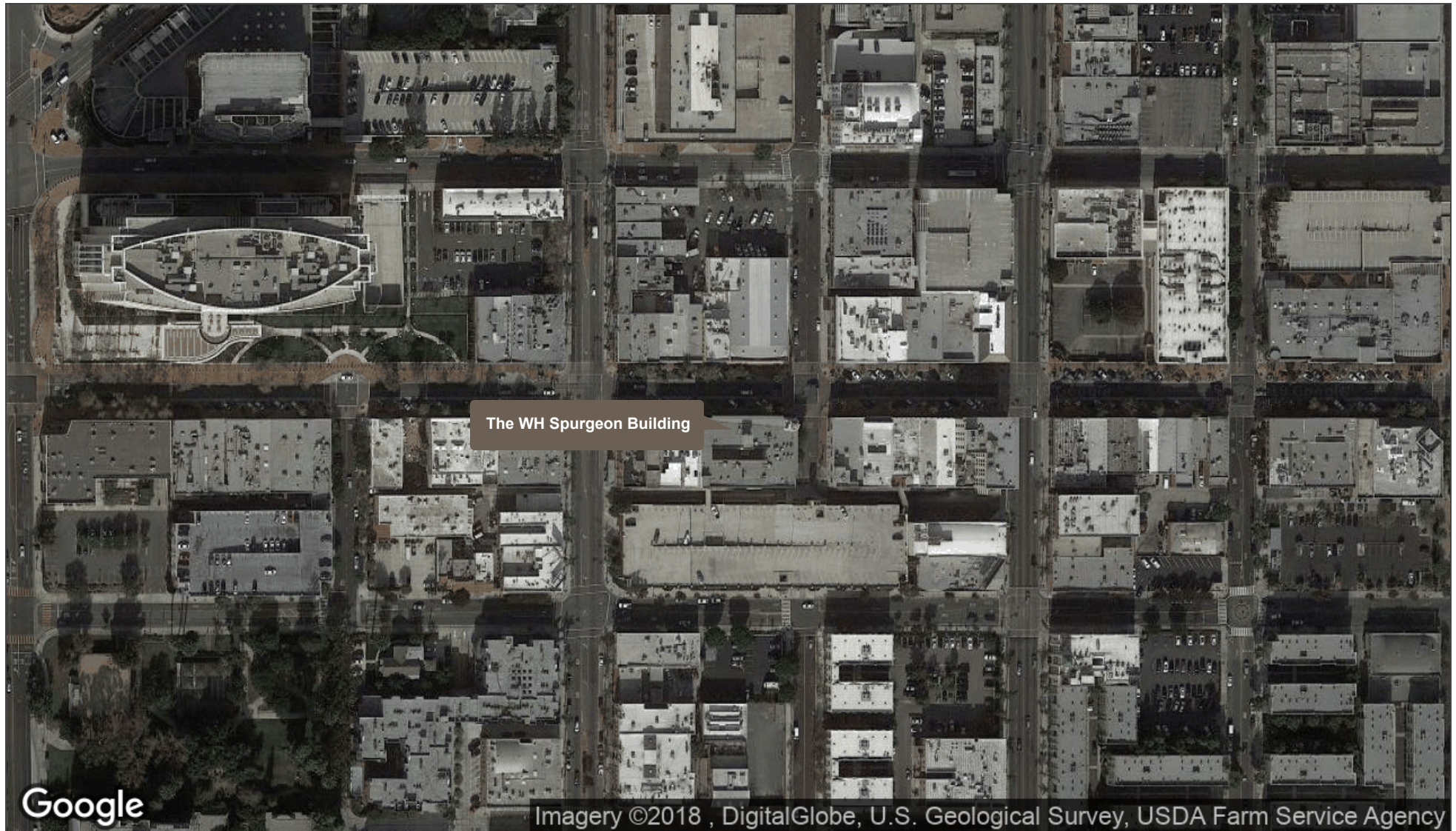
LOCATION INFORMATION | REGIONAL MAP

THE WH SPURGEON BUILDING | 54,400 SF | SANTA ANA, CA



LOCATION INFORMATION | AERIAL MAP

THE WH SPURGEON BUILDING | 54,400 SF | SANTA ANA, CA



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FINANCIAL ANALYSIS

FINANCIAL ANALYSIS | RENT ROLL

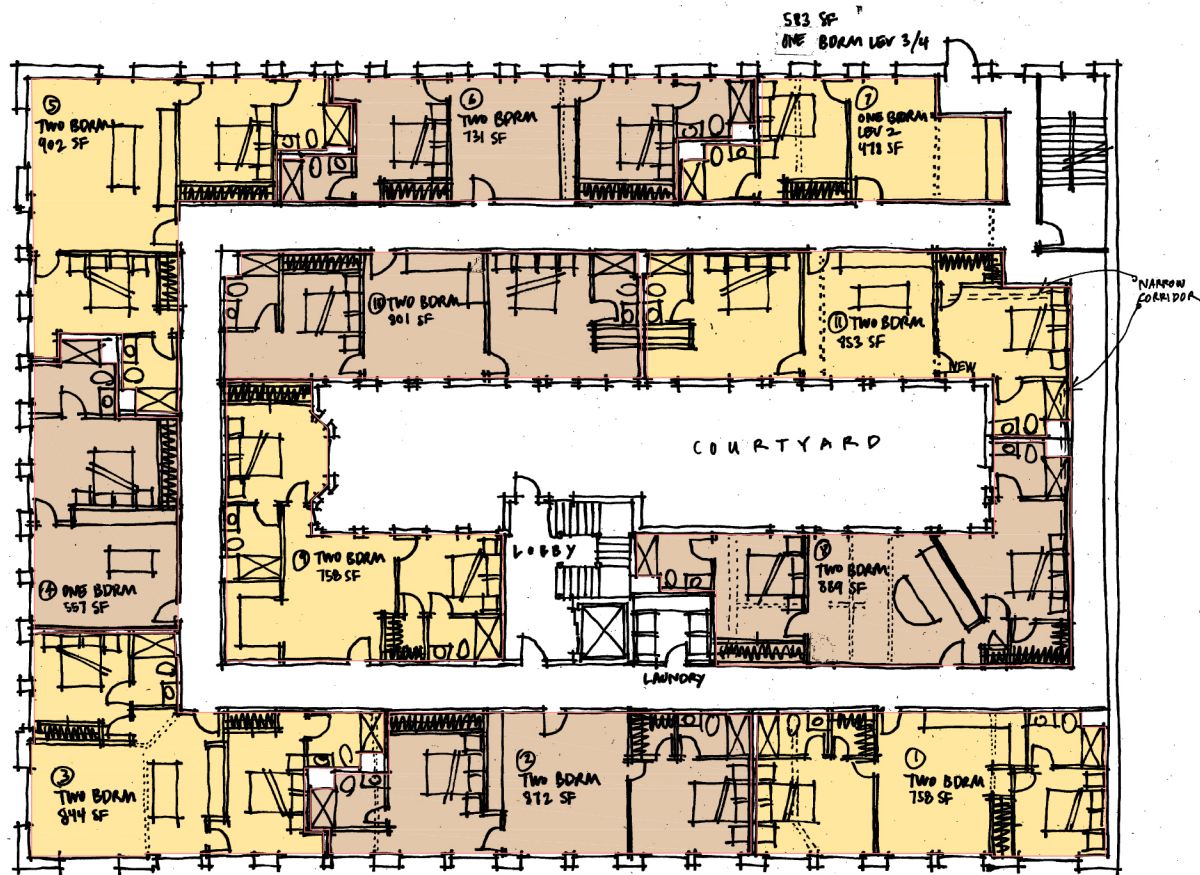
THE WH SPURGEON BUILDING | 54,400 SF | SANTA ANA, CA

TENANT NAME	UNIT NUMBER	UNIT SIZE (SF)	LEASE START	LEASE END	ANNUAL RENT	% OF BUILDING	PRICE PER SF/YR
Hopper & Burr Coffee	202 W. 4th	1,330	3/1/2016	2/28/2019	\$36,229	2.44	\$27.24
Jessy's Bridal	212 W. 4th	2,200	MTM		\$59,928	4.04	\$27.24
Vacant	208 W. 4th	1,780			\$0	3.27	\$0.00
Vacation Bar	202 W. 4th Ste A	3,590	7/29/2017	7/28/2022	\$75,605	6.6	\$21.06
Aries Beauty Salon	320 N. Sycamore	800	MTM		\$15,648	1.47	\$19.56
Creaciones Bridal	318 N. Sycamore	1,000			\$20,000	1.84	\$20.00
Vacant	210 W 4th	1,780			\$0	3.27	\$0.00
Grace	Suite 203 - 205	356	MTM		\$11,400	0.65	\$32.02
Menarch	226	263	9/1/2017	9/1/2018	\$6,360	0.48	\$24.18
Mendivil	206	196			\$4,200	0.36	\$21.43
Arana	207	196	MTM		\$4,800	0.36	\$24.49
Eddie	210a	222	MTM		\$4,800	0.41	\$21.62
Walfred	219a	202	MTM		\$3,840	0.37	\$19.01
Botello	220	255	MTM		\$4,500	0.47	\$17.65
OC Weekly	224a	245	MTM		\$5,400	0.45	\$22.04
Sean Donovan	420	263	MTM		\$8,400	0.48	\$31.94
Totals/Averages		14,678			\$261,110		\$17.79

ARCHITECTURAL RENDERINGS | CONCEPTUAL FLOOR PLANS

THE WH SPURGEON BUILDING | 54,400 SF | SANTA ANA, CA





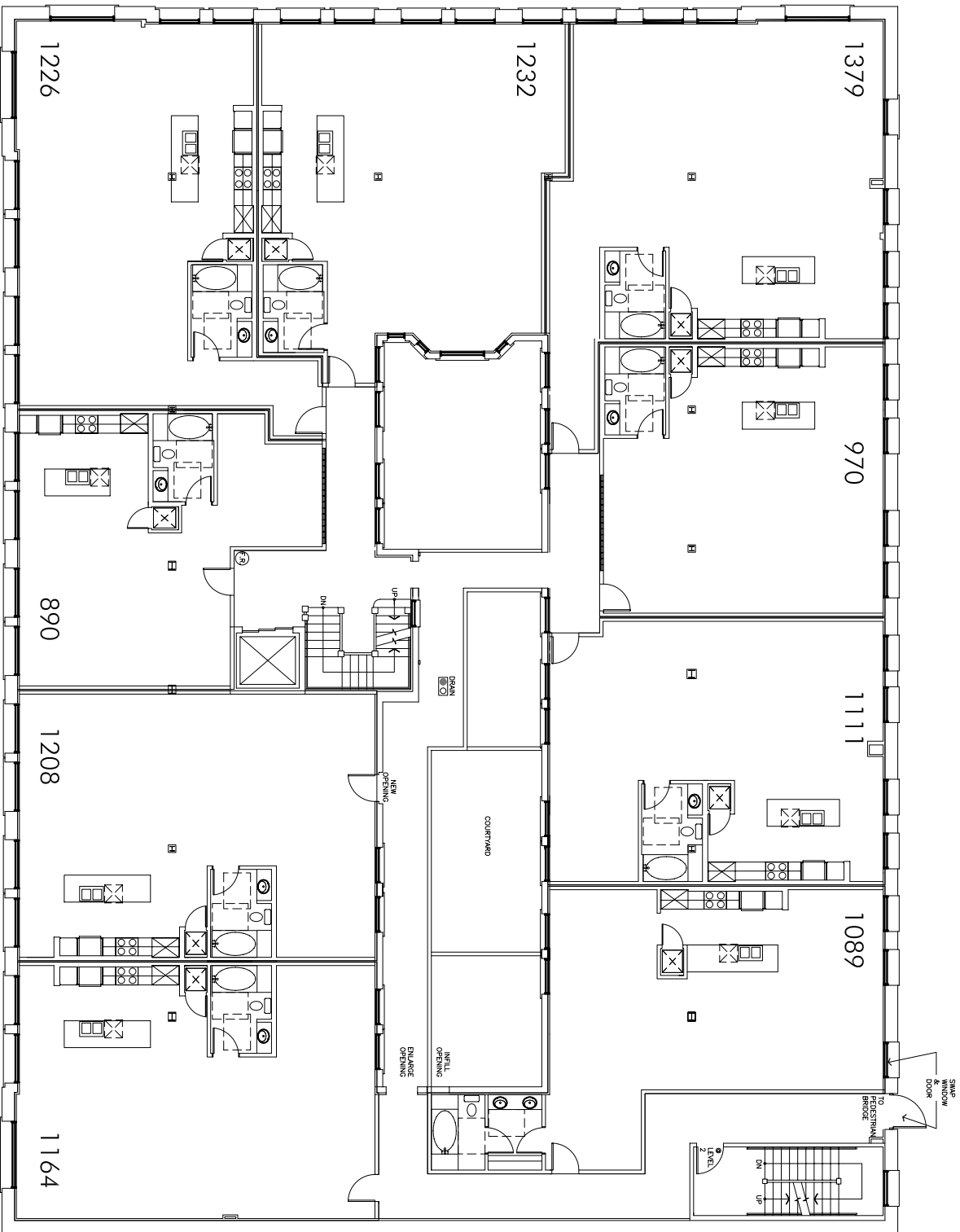
Level 2

W. H. SPURGEON BUILDING - SANTA ANA SPURGEON VENTURE, LTD.



W
WILLIAM HEZMALHALCH
ARCHITECTS, INC.
 2805 CENTRAL AVENUE, SUITE 200, SANTA ANA, CA 92705-0040
 949.252.3007 www.wheharch.com 800.945.2012

20 JUNE 2013



Level 2

north

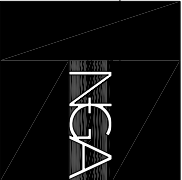
THE SPURGEON BUILDING - SANTA ANA

C. M. - LEGION

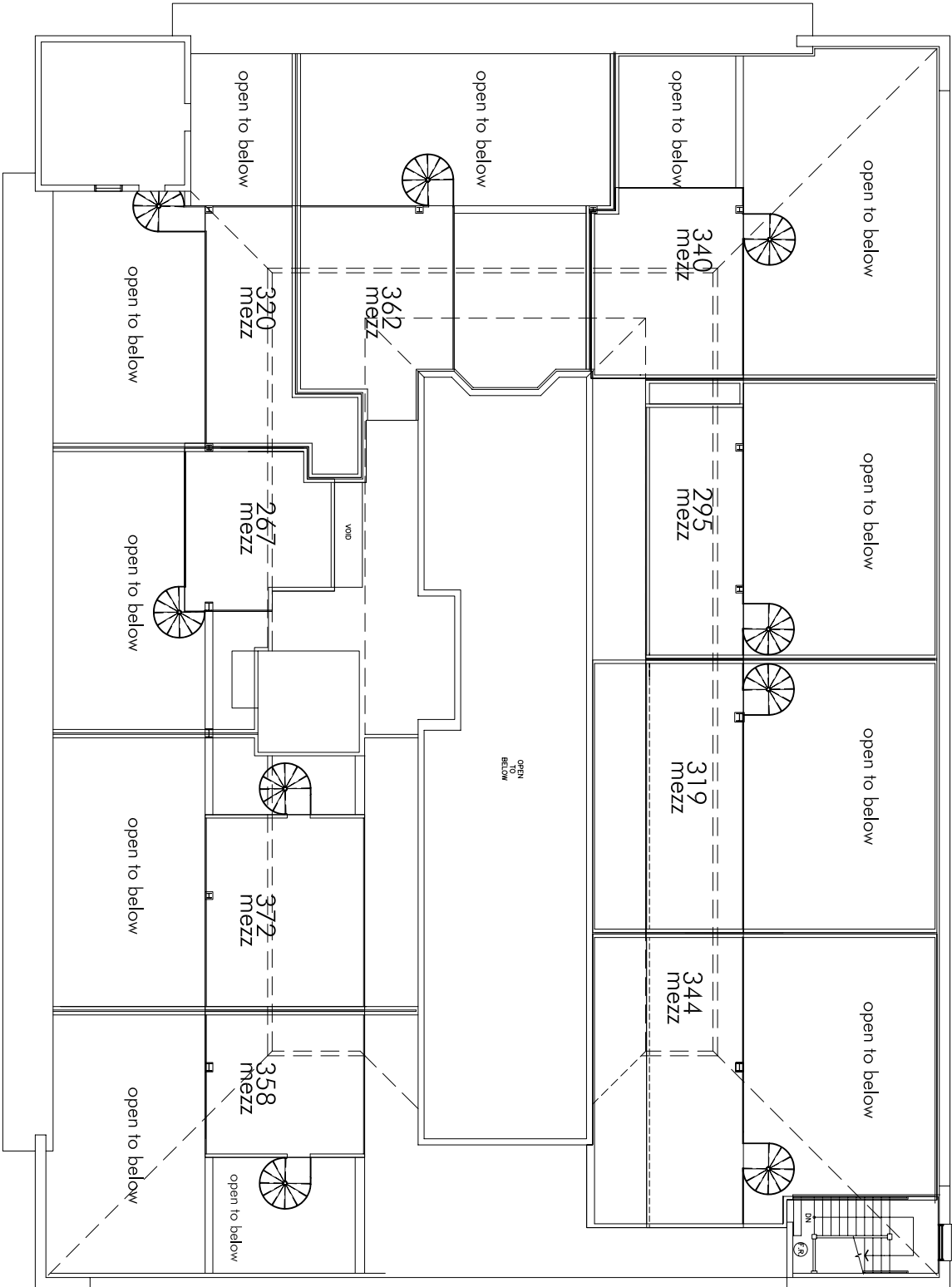
0'5'10'25'50'

0m15m10m5m

07 NOV 04



NESTOR+GAFFNEY
ARCHITECTURE LLP
714.571.0500
www.NGAch.com



Level 5 - Mezzanine

north

THE SPURGEON BUILDING - SANTA ANA

C. M. - L E G I O N

0'

5'

10'

25'

50'

20m

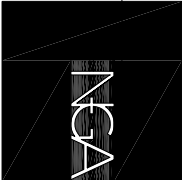
15m

10m

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0m

07 NOV 04



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ARCHITECTURE LLP
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4

SALE COMPARABLES

SALE COMPARABLES | DTSA

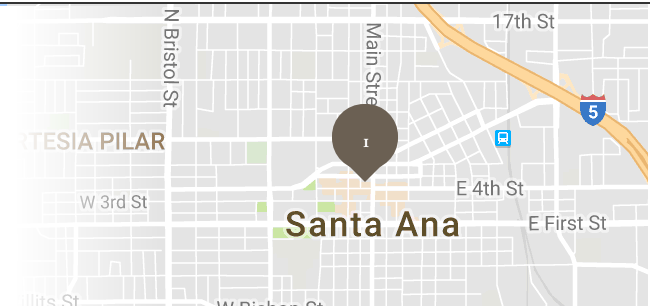
THE WH SPURGEON BUILDING | 54,400 SF | SANTA ANA, CA



THE OTIS BUILDING

101 W 4th St | Santa Ana, CA 92701

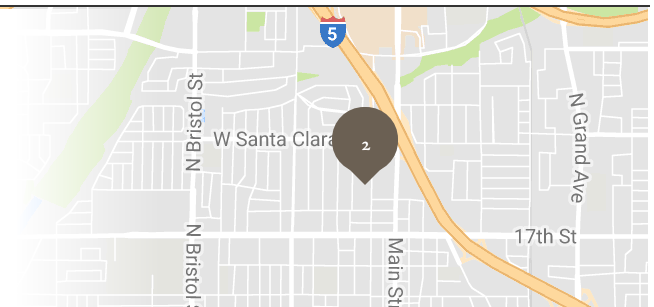
Sale Price:	\$4,200,000	Lot Size:	0.11 Acres
Year Built:	1900	Building SF:	18,894 SF
Price PSF:	\$222.29	Closed:	03/06/2017



2024 N BROADWAY

Santa Ana, CA 92706

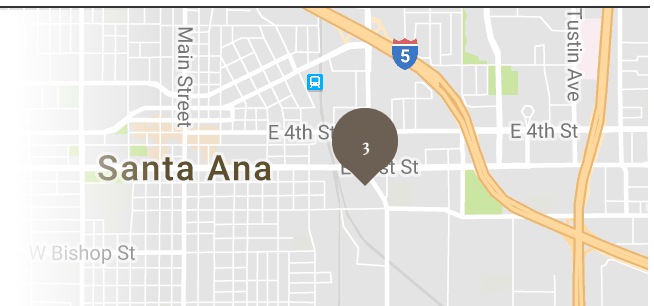
Sale Price:	\$2,910,000	Lot Size:	0.37 Acres
Year Built:	1967	Building SF:	18,930 SF
Price PSF:	\$153.72	Closed:	04/13/2018



200-220 S GRAND AVE

Santa Ana, CA 92701

Sale Price:	\$4,515,000	Lot Size:	1.7 Acres
Year Built:	1956	Building SF:	27,200 SF
Price PSF:	\$165.99	Closed:	03/09/2018



SALE COMPARABLES | DTSA

THE WH SPURGEON BUILDING | 54,400 SF | SANTA ANA, CA

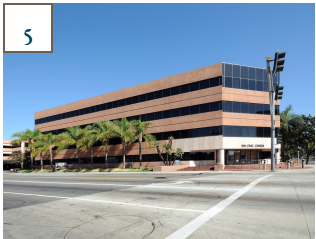
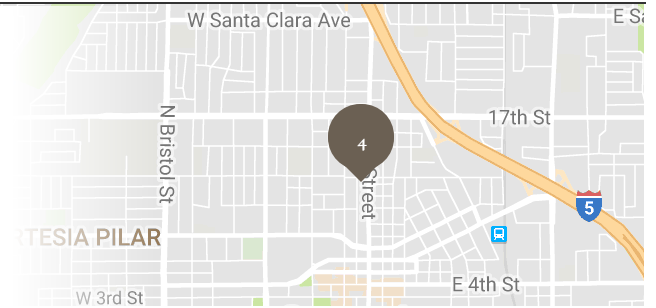


4

1200 BUILDING

1200 N Main St | Santa Ana, CA 92701

Sale Price:	\$34,000,000	Lot Size:	1.59 Acres
Year Built:	1970	Building SF:	152,703 SF
Price PSF:	\$222.65	Closed:	02/09/2017

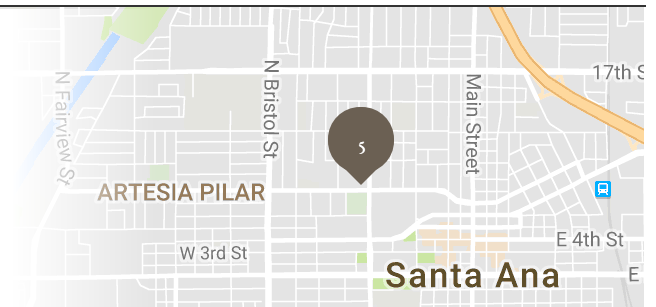


5

SANTA ANA CORPORATE OFFICE CENTER

901 W Civic Center Dr | Santa Ana, CA 92703

Sale Price:	\$10,750,000	Lot Size:	2.13 Acres
Year Built:	1985	Building SF:	96,674 SF
Price PSF:	\$111.20	Closed:	03/02/2018

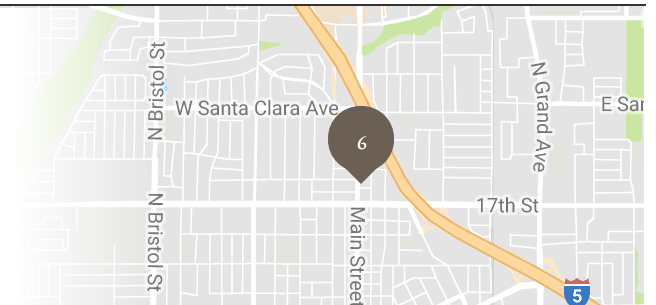


6

CORNICHE PROFESSIONAL BUILDING

1800 N Bush St | Santa Ana, CA 92706

Sale Price:	\$1,575,000	Lot Size:	0.51 Acres
Year Built:	1989	Building SF:	10,696 SF
Price PSF:	\$147.25	Closed:	10/26/2016



SALE COMPARABLES | DTSA

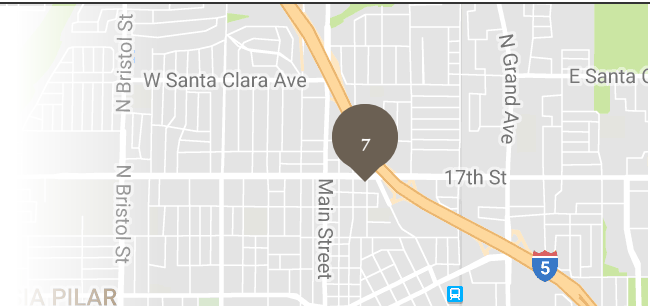
THE WH SPURGEON BUILDING | 54,400 SF | SANTA ANA, CA



FRENCH STREET OFFICE BUILDING

1615 N French St | Santa Ana, CA 92701

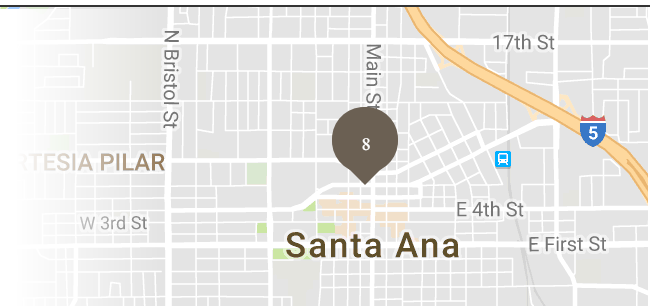
Sale Price:	\$1,350,000	Lot Size:	0.44 Acres
Year Built:	1981	Building SF:	10,800 SF
Price PSF:	\$125.00	Closed:	07/26/2017



520 N MAIN ST

Santa Ana, CA 92701

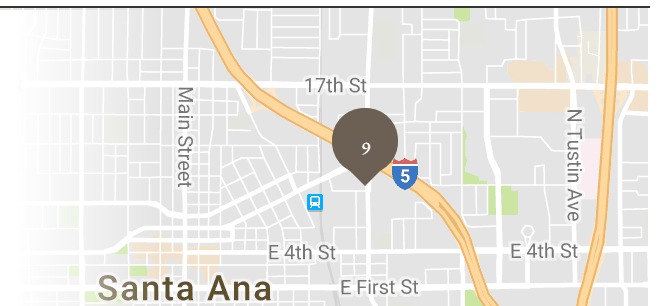
Sale Price:	\$3,872,239	Lot Size:	0.52 Acres
Year Built:	1982	Building SF:	17,188 SF
Price PSF:	\$225.29	Closed:	12/26/2016



902 N GRAND AVE

Santa Ana, CA 92701

Sale Price:	\$2,700,000	Lot Size:	0.76 Acres
Year Built:	1987	Building SF:	20,043 SF
Price PSF:	\$134.71	Closed:	02/26/2017



SALE COMPARABLES | DTSA

THE WH SPURGEON BUILDING | 54,400 SF | SANTA ANA, CA

10



615 W CIVIC CENTER DR

Santa Ana, CA 92701

Sale Price: \$3,380,000

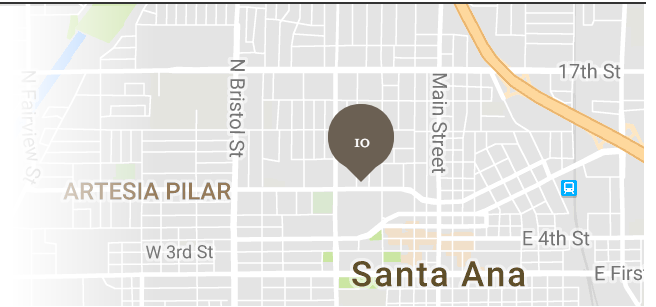
Year Built: 1966

Price PSF: \$151.05

Lot Size: 0.34 Acres

Building SF: 22,376 SF

Closed: 08/28/2017



SALE COMPARABLES | SALE COMPS SUMMARY

THE WH SPURGEON BUILDING | 54,400 SF | SANTA ANA, CA

	SUBJECT PROPERTY	PRICE	BLDG SF	PRICE/SF	
	The WH Spurgeon Building 202-208 W 4th Street Santa Ana, CA 92701	Best Offer	54,400 SF	-	
	SALE COMPS	PRICE	BLDG SF	PRICE/SF	CLOSE
	The Otis Building 101 W 4th St Santa Ana, CA 92701	\$4,200,000	18,894 SF	\$222.29	03/06/2017
	2024 N Broadway Santa Ana, CA 92706	\$2,910,000	18,930 SF	\$153.72	04/13/2018
	200-220 S Grand Ave Santa Ana, CA 92701	\$4,515,000	27,200 SF	\$165.99	03/09/2018
	1200 Building 1200 N Main St Santa Ana, CA 92701	\$34,000,000	152,703 SF	\$222.65	02/09/2017
	Santa Ana Corporate Office Center 901 W Civic Center Dr Santa Ana, CA 92703	\$10,750,000	96,674 SF	\$111.20	03/02/2018
	Corniche Professional Building 1800 N Bush St Santa Ana, CA 92706	\$1,575,000	10,696 SF	\$147.25	10/26/2016

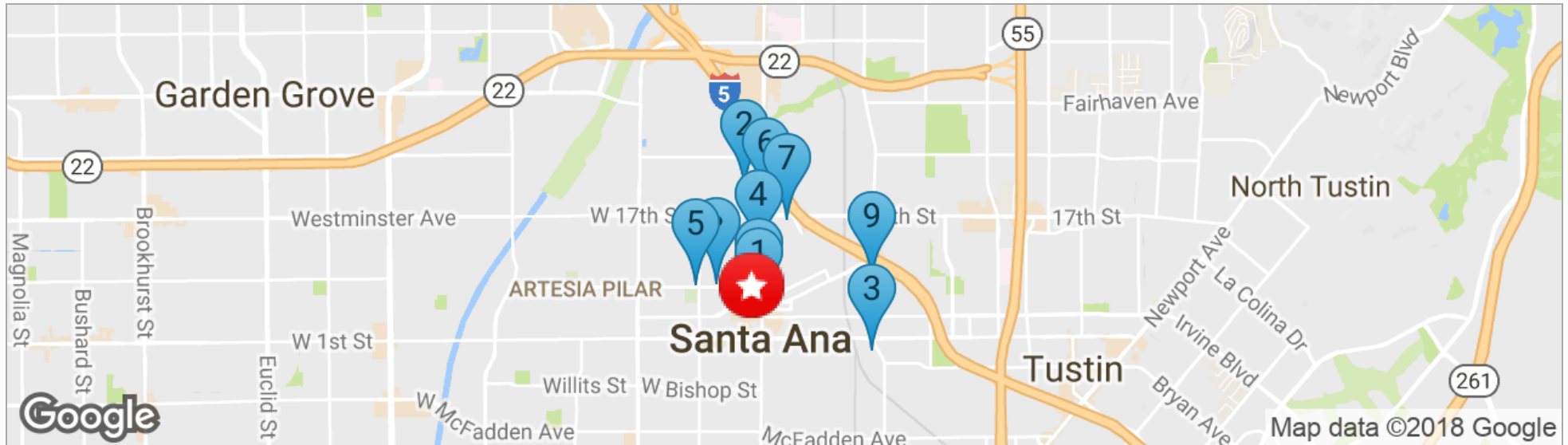
SALE COMPARABLES | SALE COMPS SUMMARY

THE WH SPURGEON BUILDING | 54,400 SF | SANTA ANA, CA

	SUBJECT PROPERTY	PRICE	BLDG SF	PRICE/SF	
7	 French Street Office Building 1615 N French St Santa Ana, CA 92701	\$1,350,000	10,800 SF	\$125.00	07/26/2017
8	 520 N Main St Santa Ana, CA 92701	\$3,872,239	17,188 SF	\$225.29	12/26/2016
9	 902 N Grand Ave Santa Ana, CA 92701	\$2,700,000	20,043 SF	\$134.71	02/26/2017
10	 615 W Civic Center Dr Santa Ana, CA 92701	\$3,380,000	22,376 SF	\$151.05	08/28/2017
		PRICE	BLDG SF	PRICE/SF	CLOSE
	Totals/Averages	\$6,925,224	39,550 SF	\$175.10	

SALE COMPARABLES | SALE COMPS MAP

THE WH SPURGEON BUILDING | 54,400 SF | SANTA ANA, CA



SUBJECT PROPERTY

202-208 W 4th Street | Santa Ana, CA 92701

- | | | | |
|---|---|--|--|
| <p>1 THE OTIS BUILDING
101 W 4th St
Santa Ana, CA 92701</p> | <p>2 2024 N BROADWAY
Santa Ana, CA
92706</p> | <p>3 200-220 S GRAND AVE
Santa Ana, CA
92701</p> | <p>4 1200 BUILDING
1200 N Main St
Santa Ana, CA 92701</p> |
| <p>5 SANTA ANA CORPORATE OFFICE CENTER
901 W Civic Center Dr
Santa Ana, CA 92703</p> | <p>6 CORNICHE PROFESSIONAL BUILDING
1800 N Bush St
Santa Ana, CA 92706</p> | <p>7 FRENCH STREET OFFICE BUILDING
1615 N French St
Santa Ana, CA 92701</p> | <p>8 520 N MAIN ST
Santa Ana, CA
92701</p> |
| <p>9 902 N GRAND AVE
Santa Ana, CA
92701</p> | <p>10 615 W CIVIC CENTER DR
Santa Ana, CA
92701</p> | | |

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DEMOGRAPHICS

DEMOGRAPHICS | DEMOGRAPHICS REPORT

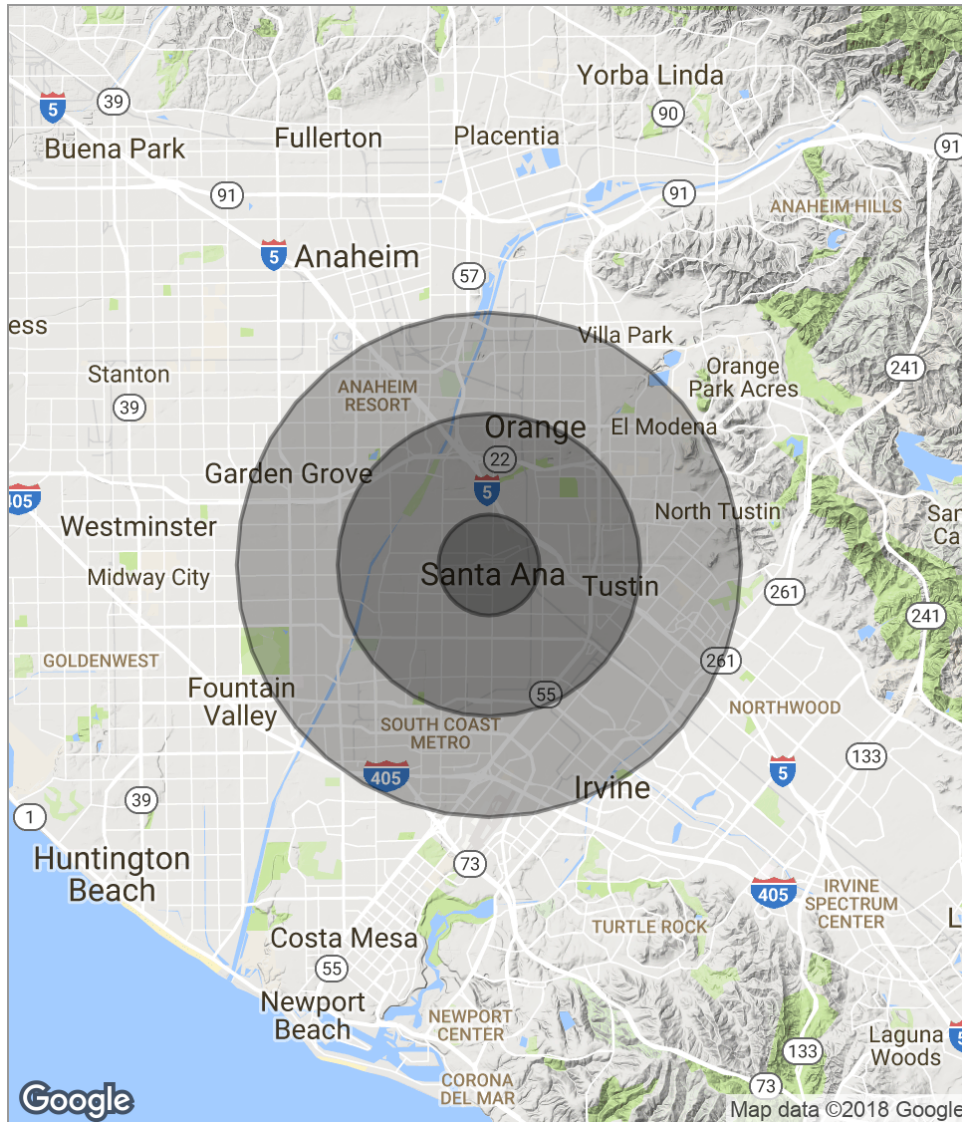
THE WH SPURGEON BUILDING | 54,400 SF | SANTA ANA, CA

	1 MILE	3 MILES	5 MILES
Total population	64,909	335,486	683,091
Median age	26.5	28.6	30.7
Median age (Male)	26.5	28.3	30.3
Median age (Female)	26.5	29.0	31.3
Total households	13,860	78,241	178,684
Total persons per HH	4.7	4.3	3.8
Average HH income	\$53,660	\$67,433	\$74,075
Average house value	\$426,654	\$498,225	\$492,168

** Demographic data derived from 2010 US Census*

DEMOGRAPHICS | DEMOGRAPHICS MAP

THE WH SPURGEON BUILDING | 54,400 SF | SANTA ANA, CA

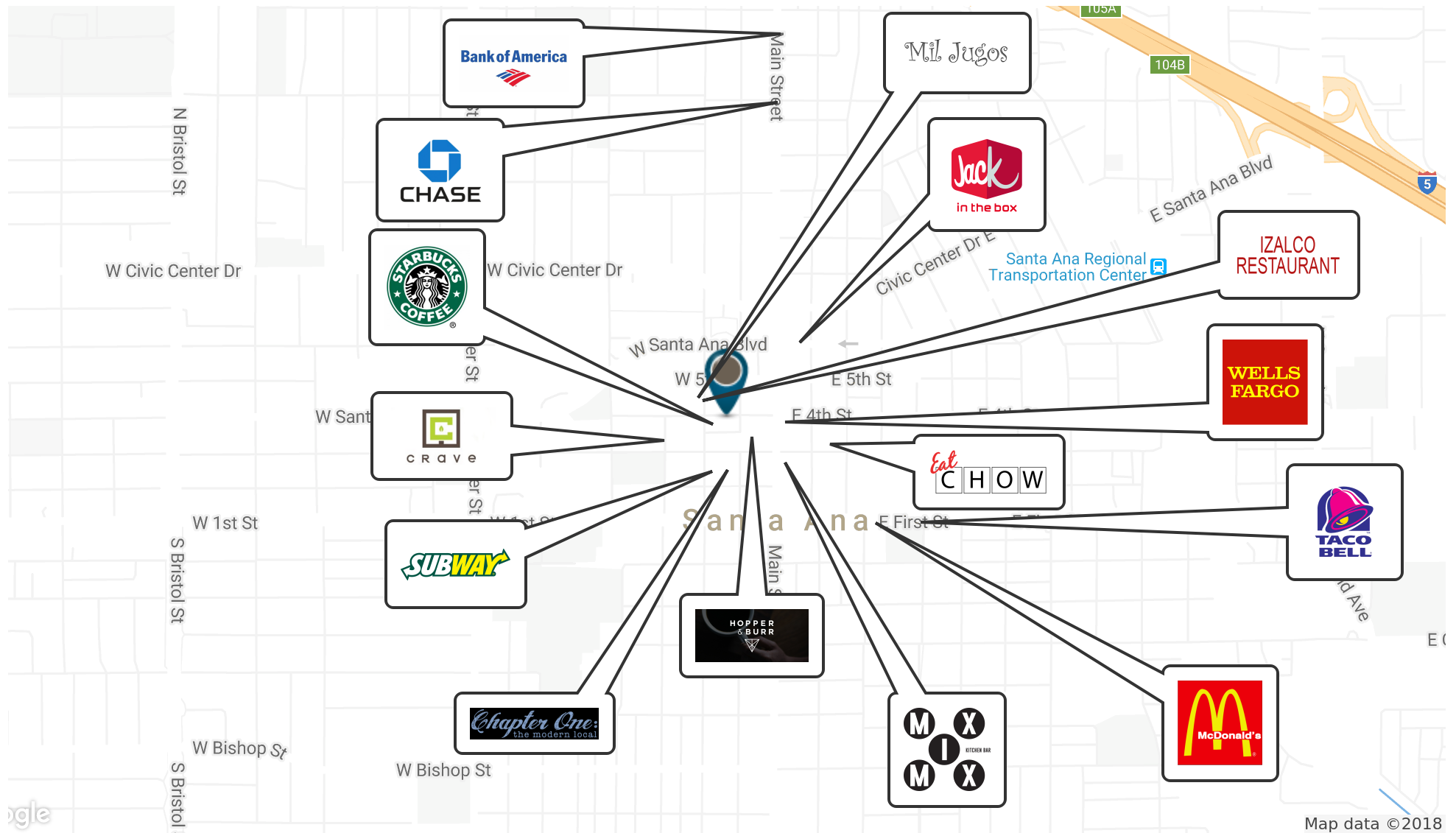


POPULATION	1 MILE	3 MILES	5 MILES
Total population	64,909	335,486	683,091
Median age	26.5	28.6	30.7
Median age (Male)	26.5	28.3	30.3
Median age (Female)	26.5	29.0	31.3
HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
Total households	13,860	78,241	178,684
# of persons per HH	4.7	4.3	3.8
Average HH income	\$53,660	\$67,433	\$74,075
Average house value	\$426,654	\$498,225	\$492,168

* Demographic data derived from 2010 US Census

DEMOGRAPHICS | RETAILER MAP

THE WH SPURGEON BUILDING | 54,400 SF | SANTA ANA, CA



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ADVISOR BIOS

ADVISOR BIOS | ADVISOR BIO & CONTACT INFO

THE WH SPURGEON BUILDING | 54,400 SF | SANTA ANA, CA

BLAKE GARRETT CCIM

Principal

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PROFESSIONAL BACKGROUND

Blake Garrett, Principal Broker and founder, has been an active real estate practitioner for 14 years. Blake began his career in 2004 at Sperry Van Ness specializing in NNN Retail, Office & Industrial Investment Sales. In 2007, Blake joined Colliers International and later was recruited to Cushman & Wakefield until 2017 when he founded The Reef Group.

Blake has thrived representing private client and institutional landlords, owner users and tenants in their sales and leasing pursuits throughout Southern California and across the country. He has successfully transacted over \$500 million in sales and leasing consideration in Office, Industrial, Retail, Land, Mixed-Use, R&D, Development, Self Storage and Multifamily among other specialty assignments such as multi market tenant representation, historical buildings, ground leases and automotive uses. His proficiency understanding complex market dynamics with a client centered focus is the foundation for repeat business, referrals and new pursuits.

EDUCATION

Blake is a Licensed Real Estate Broker in the State of California and an active member and designee of the prestigious CCIM Institute. Blake sits on the Board of The Raise Foundation since 2009 and was in the 2010 class of NAIOP YPG. He holds a Bachelor of Science in Regional Development & Finance from the University of Arizona and lives in Huntington Beach with his wife, daughter and son where they enjoy many outdoor activities.

MEMBERSHIPS & AFFILIATIONS

CCIM - Certified Commercial Investment Member
ICSC - International Council of Shopping Centers
Newport Harbor Yacht Club
Club Corp
NAIOP - National Association of Industrial and Office Properties
IREM - Institute of Real Estate Management
AIR - AIR Commercial Real Estate
NAR - National Association of Realtors