

NAIOP SOCAL PRESIDENT'S MESSAGE

As we peruse various media stories and research reports on the state of commercial real estate, I am reminded of the Will Rogers quote: "Don't let yesterday use up too much of today."

Conversation with our peers yields a wide variety of sentiments, likely reflecting one's own book of business, focus and successes or challenges in the current environment. I, for one, am quite optimistic regarding the near-and mid-term outlook for our industry, citing as evidence two specific items:



- First, distressed real estate came to market in a trickle instead of being placed in an RTC type of structure. While frustrating many who had raised opportunistic capital to buy distressed assets, it has had a positive and offsetting effect of leaving much of the real estate in private hands and with the financial institutions allowing for a more orderly process (and likely preserving jobs). Distressed real estate will come to market and will present opportunities, albeit at a slower pace than most predicted.
- Secondly, the FDIC announced the closing of its West Coast office with an official sunset date of January 13, 2012. It appears, based upon news releases that the work from this office has largely wound down with 94 resolutions managed during its operations. The FDIC's 200,000 sf Irvine office opened in 2009 with plans to hire 600, at the time the only significant job announcement within the commercial sector. In closing this office, the FDIC sends a positive message to West Coast markets.

Entering the second half of 2011, there are several encouraging and gratifying areas to cite for our Chapter:

- Our programs continue to have strong attendance proving, once again, that we need and value the advice, wisdom and camaraderie of our industry colleagues. Planning is well underway for the Fall Forum in September and our annual Real Estate Challenge featuring bright minds and unique approaches from teams representing USC and UCLA.
- The YPG class, chosen from a strong pool of applicants, assembled in April for its retreat. The YPG alumni organization, whose committee chairmen joined us for a joint Board meeting in June, has made their presence felt in community volunteer work, networking events and a continuous flow of ideas.



- While a full report is available elsewhere in this issue, I appreciate the dedicated and diligent work that Jim Camp and his Legislative Affairs Committee undertake on our behalf on a daily basis; tracking regulation and legislative action at the local, state and national levels.
- Lastly, your Chapter is financially healthy and actively serving your interests.

Please let me know if there is anything on your mind that you would to discuss. I look forward to hearing from you.

William H Flaherty

NAIOP SoCAL DONATES \$10,000 TO BUILDING BLOCK FOUNDATION FUND



Volunteers from Building Block Foundation Fund assist in the fundraising effort

This year's NAIOP SoCal Night at the Fights, held May 19, 2011, was an overwhelming success with close to 800 real estate industry professionals in attendance. A rewarding aspect of the event is that a portion of the proceeds, totaling \$10,000, was donated to Building Block Foundation Fund.

This year's Night at the Fights was themed "Off to the Races" in honor of the Kentucky Derby and to reflect the positive momentum of the commercial real estate industry. The knock-out night featured four fights including boxing and MMA, a gourmet dinner and

hosted cocktails, premium cigars, Round 2 After Party "The Winner's Circle" presented by Mission Capital Advisors, LLC, as well as the best real estate networking in Southern California. Special thanks also to our grand prize sponsors: Lone Oak Fund, Lowe Enterprises, L'Auberge Del Mar and La Costa Resort & Spa.

"Our chapter has been very proactive in supporting local charities, especially when there is a link to the commercial real estate community," said Bill Flaherty, president, NAIOP SoCal chapter.

"Building Block Foundation Fund shares our common philanthropic values and we are pleased to once again support this important group."

Created in 2004, Building Block Foundation Fund is a philanthropic organization for the commercial real estate industry that brings together real estate professionals to support a common goal. The program was designed to enable the commercial real estate industry to give back in an organized and meaningful way for the long-term future of Orange County. Building Block Foundation Fund funnels the goodwill of the local industry into a performance-based giving program that is sustainable, predictable and accountable.

More information about Building Block Foundation Fund is at www.buildingblock.org.

REALSHARE ORANGE COUNTY 2011 RETURNS ON AUGUST 18 – NAIOP SoCAL PROMOTIONAL SPONSOR

ALM's Real Estate Media Group, publisher of Real Estate Forum and GlobeSt.com, will present RealShare ORANGE COUNTY 2011, the leading real estate networking conference for the local commercial real estate market, on August 18 at the Balboa Bay Club in Newport Beach. Panels will include an extensive Orange County forecast that will seek to answer critical questions on jobs, opportunities, the next big deal and more.

Speakers include economists Kerry Vandell of Paul Merage School of Business, University of California Irvine and Chris Thornberg of Beacon Economics, with moderator Martin Pupil of Colliers. The opening panel includes Kurt Strasmann of CB Richard Ellis, Bob Osbrink of Voit Real Estate Services and Joseph Vargas of Cushman & Wakefield. A special commercial real estate panel will include Dave Wensley of Allen Matkins as moderator with panelists Andy Cohen of Gensler, Reid McCartney of The Capital Group Companies, Jeff Manley of Cresa Partners, Dick Salvi of Western Digital Corporation, and Sanford Smith of Hoag Memorial.



Bob Osbrink



Martin Pupil



Kurt Strasmann



Joe Vargas

NAIOP SoCal is a sponsor of the event and honored that so many NAIOP SoCal members are featured speakers. [Click here](#) for more information and to register.

SAVE THE DATE: NAIOP FALL FORUM SEPTEMBER 15

NAIOP Fall Forum: *Capital Markets Update*. Join us at The California Club on Thursday, September 15 for an informative look at today's capital markets and a lively discussion with industry experts on the current financial situation plus what's in store for 2012. Registration opens at 5:30 p.m. and the program begins at 6:00 p.m. Networking reception with cocktails and hors d'oeuvres follows at 7:30 p.m. Check the chapter website for more details or call the chapter office at 714-979-9131.

OC GOLF TOURNAMENT 9/20 – SAVE THE DATE!

Three terrific courses, and always a sell-out! This year's tournament will be held at Strawberry Farms, Oak Creek and Tustin Ranch golf clubs. General registration opens August 8th, but sponsorship opportunities are available now on a first-come, first-served basis. Contact Paul Jones at paul.jones@cbre.com (949/725-8589) or Baker Morphy at baker.morphy@am.jll.com (949/885-2930) to confirm your spot today!

UCLA VS. USC REAL ESTATE CHALLENGE RETURNS NOVEMBER 17



2010 Silver Shovel Winning Team from UCLA



Team USC 2010

The heat is on. Planning is already underway for the NAIOP SoCal Annual UCLA vs. USC Real Estate Challenge to be held on November 17, 2011. As in years past, this event will feature leading figures from sports and real estate, as well as our future leaders, in a friendly battle for Silver Shovel bragging rights.

The competition features real estate graduate student teams from Lusk Center at USC's Marshall School of Business and School of Policy, Planning & Development vs. Ziman Center at UCLA's Anderson School of Business in a competition featuring a complex real estate site.

Stay tuned for more information. If you are interested in event sponsorship opportunities, contact the chapter office at 714-979-9131.

LEGISLATIVE REPORT/REGIONAL, STATE AND NATIONAL UPDATES

Prepared by [Vickie Talley](#), Director of Legislative Affairs – 949/380-3300

REGIONAL

Orange County's Sustainable Communities Strategy Approved
SB 375 was enacted in 2008 to supposedly reduce greenhouse gas (GHG) emissions from automobiles and light-duty trucks by connecting transportation and land use planning in a single document called a Sustainable Communities Strategy (SCS) which will be part of the Regional Transportation Plan (RTP) for the six-county Southern California region. Orange County was one of only two sub-regions to take over the task of creating the SCS for their area. The Southern California Association of Governments (SCAG) will prepare the SCS for the rest of the region. SCAG will not make any changes to the Orange County SCS as it completes the regional SCS.

The Orange County SCS was developed jointly by the Orange County Council of Governments (OCCOG) and the Orange County Transportation Authority (OCTA). It became clear that Orange County had already undertaken significant strategies to reduce GHG; thus, the focus was to accurately reflect existing and planned local land uses, conditions and activities. Therefore, there was no need to require any general plan amendments. Both Boards have now approved the SCS and it has been sent to SCAG. You can review the SCS and get additional information at www.oc-scs.org, and click on News.

South Coast Air Quality Management District (SCAQMD) Marches On
We previously advised you the SCAQMD is questioning the trip generation rates for high-cube warehouse/distribution facilities to create higher air quality impacts in CEQA documents. NAIOP is still working on that one, and now SCAQMD has two more things for us to worry about.

First, SCAQMD wants to switch from using the Urban Emissions (URBEMIS) model to evaluate emissions estimates for projects, to a model called CalEEMod. NAIOP and our coalition partners are working to evaluate this new model and we need your technical help. How do the assumptions in the new model compare to URBEMIS, are there changes to the mitigation measures, etc. For more information go to www.caleemod.com and www.aqmd.gov/caleemod/faq.htm, and provide your evaluation and analysis to Peter Herzog at peter@talleyassoc.com.

Second, the SCAQMD is proposing an "Energy Policy" that focuses on zero and near-zero emissions efforts, like charging stations in commercial buildings. SCAQMD was fast-tracking approval of the policy, but we have been able to stop that so stakeholders can have input. There will be four meetings over the next two months on the draft policy.

Request the draft Energy Policy from Peter Herzog at peter@talleyassoc.com.

STATE

Anti-Business Bill – AB 350 Passes Labor Committee
AB 350 (Jose Solorio; D-Santa Ana), backed by SEIU, would create protected classes of building services employees and dictates that they must be hired when changing a service contract. Earlier this month the bill passed the Senate Labor Committee on a vote of 5-1, on a strict party line vote.

BOMA California President Ray Magnussen testified on the bill and provided first-hand knowledge about how the current law has negatively impacted his janitorial business and the companies he contracts with. Several labor groups and individual union members provided testimony in support of the bill. The justification for moving this bill forward was based on “the little guy” needing protection and time for transition. Approximately 10 groups showed up to provide opposition to the measure including the CalChamber, the Grocers, NAIOP, ICSC, the Security Guards Association, and several others.

The next step in the process is the Appropriations Committee. We basically have the next six weeks to communicate with Legislators to educate them about how this bill will negatively impact our businesses. [Click here](#) for a sample letter, facts and how best to take action. Contact your State Senator and urge a NO Vote on AB 350. More details at www.ab350areyoukiddingme.com

Redevelopment Agencies Technically Eliminated

In bad news, the California state budget “restructures” Redevelopment agencies in a way that many feel will be disastrous for local government and real estate alike. Chris McKenzie, Executive Director, League of California Cities, said: “It is deeply regrettable that the Governor is choosing to ignore the State constitution and sign illegal legislation to eliminate redevelopment agencies. This is a smoke and mirrors budget that includes a phantom \$1.7 billion in revenues from redevelopment agencies that will never materialize, ultimately triggering deeper cuts to other state programs down the line.” For more information on what is happening with RDA’s and the potential lawsuit that has been threatened, visit <http://protectourlocaleconomy.com/>.

NATIONAL

Real Estate Coalition Issues Urgent Message on Carried Interest to Lawmakers during Debt Negotiations

Congress and President Obama remained deadlocked in a partisan impasse during the ongoing debt ceiling negotiations that continued in meetings held earlier this month. President Obama has called for tax increases as part of any deal to cut spending, which Republicans are opposing. Of utmost concern to the commercial real estate industry is the President’s proposal to increase taxes on carried interest by changing their characterization from capital gains to ordinary income.

Described as a tax on Wall Street hedge fund managers by its supporters, the tax increase would in fact fall heavily on real estate partnerships and venture capital funds. The tax is estimated to raise \$20 billion over ten years in a debt deal package estimated to be between \$2-4 trillion, but is seen as politically symbolic by Democrats who do not want to vote for spending cuts alone.

NAIOP and allied real estate associations reiterated the tremendous negative impact such legislation would have on the commercial real estate industry and the economic recovery in letters to Speaker of the House John Boehner, House Minority Leader Nancy Pelosi, Senate Majority Leader Harry Reid and Senate Minority Leader Mitch McConnell.

NAIOP President Thomas J. Bisacquino also sent an update to all NAIOP members reminding them of the significant impact such legislative action would have on our industry, noting that they may be called upon to express their concerns to their respective lawmakers regarding this crucial issue.

NAIOP SoCAL'S YOUNG PROFESSIONALS GROUP: GROWTH AND SUCCESS

Prepared by [Whit Riske](#), Catalyst Development Partners & YPG Alumni Chair

NAIOP SoCal's Young Professionals Group (YPG) is enjoying yet another year of growth and success on a number of fronts. The Alumni Committee, which includes 36 YPG Alumni members, and five executive advisors, has been extremely busy as of late. We kicked off the Alumni Committee calendar year in April with eleven new committee members and with a new advisor, Steve Briggs of LBA Realty. The kick off meeting which outlined aggressive goals for 2011-12 was capped by guest speaker Terry Thompson, an industry leader and former NAIOP SoCal President.

Following our Spring season featuring the Operation Interdependence community project and the Alumni Program, An Evening with Industry Titans, we launched our seventh YPG Class in April with an intensive full weekend leadership retreat led by Professor Wayne Strom of Pepperdine University. The current class is now into their second quarter under the leadership of Wayne Strom and Curriculum Chair Rob Quarton. This year's confirmed speakers to date include:

- Steve Layton, LBA Realty
- John Semcken, Majestic Realty
- Chris Marsh, Irvine Company
- Steve Jones, Snyder Langston
- Kerry Vandell, UC Irvine's Paul Merage School of Business Center for Real Estate
- Bob Strom, CIP Real Estate
- Dan Heinfeld, LPA

Recently, the Alumni base got together in Corona Del Mar for our second Lawn Bowling event where we enjoyed drinks, networking, and a BBQ. This event was a blast and our bracket winners were Alison Strother and Nick Arambarri.



Looking forward, our next major event is set for August 13 where we have partnered with Big Brothers Big Sisters of Orange County to bring Little's together with potential Big's for an event-filled beach day at the Newport Dunes Back Bay. The calendar is also taking shape with a second major community outreach program in the Fall, our third annual Harbor Cruise, a YPG Holiday celebration and our Fall Alumni Programs event which are all being planned now and promise to elevate and strengthen YPG.

Lastly, we are currently in the midst of our sponsorship season led by Malcolm Johnson of Bank of America Merrill Lynch, Malcolm.Johnson@baml.com. Our thanks to the following companies who have stepped up as YPG sponsors thus far: Clark Construction, KBS Realty Advisors, KPRS Construction Services, LBA Realty and U.S. Bank. If you are interested in sponsoring the program, please contact Malcolm at the email above.

NAIOP'S I.CON DESCENDS ON LONG BEACH

NAIOP held its annual I.Con, the industrial conference for commercial real estate, in Long Beach, providing an opportunity for many of our local members to participate and attend. The event, held June 22 and 23, opened with a presentation on the Panama Canal Expansion: Who Wins? Who Loses? The panel featured: Curtis Spencer, IMS Worldwide, Inc.; Jim MacLellan, Port of Los Angeles; Kevin Burwell, Virginia Port Authority; and John Moseley, Port of Houston.



The panel was followed by an enlightening inside look at the Union Pacific's Intermodal Container Transfer Facility (ICTF). The ICTF is a near dock, international shipping facility serving multiple shipping lines within the harbor area serving the Port of Long Beach and Port of Los Angeles. Located approximately five miles from the ports, the ICTF was constructed in 1986 and now occupies more than 230 acres, with a length of more than 1.3 miles. The presentation covered how ICTF serves as a Pacific gateway to the Midwest.

Mr. Spencer served as moderator for the opening session, providing valuable context for the attendees on the Panama Canal and goods movement issues today. He described the expansion of the Panama Canal as an opportunity to open up a big funnel, creating a surge of goods. The Expansion of the Panama Canal is a project, proposed by the Panama Canal Authority (ACP), that will double the capacity of the Panama Canal by 2014 by allowing more and larger ships to transit.



Lance Ryan of Watson Land Company leads an I.Con tour

Due to intense competition for the Midwest market for imported goods, there has been concern that the Panama Canal will encourage operators to bypass the West Coast and use East Coast-based ports. However, Mr. Spencer cited issues such as slow steaming, where carriers put more ships in the water and slow down their travel time, that are limiting the expansion's impact. Slow steaming increases transit time and this disadvantages the Canal.



Jim MacLellan, Port of Los Angeles, shared more on how the impact of the Panama Canal has been lessened for the West Coast. According to Mr. MacLellan, there is not likely to be a capacity crunch for some time due to moderation of consumer demand and chassis being removed from Port of Los Angeles terminals to assist in terminal capacity. He also pointed out that while there are normally cost savings for shippers of 6 to 16 % via the Panama Canal, that was before the spike in oil prices. Another point was the impact of increased

investment by railroads, creating a lucrative water-to-rail option for transporting goods to the Midwest markets. MacLellan noted that railroads will probably not surrender market share to the Panama Canal since railroads have cut intermodal services which were marginal and they have been investing in services such as UP's ICTF.

He closed by summarizing the LA Gateway Advantage, including:

- Most numerous & frequent services to / from Asia, Australia & the West Coast of Latin America
- Greatest number of destination ports of call
- Equipment availability
- Greatest number of logistics & distribution centers in the U.S. (660 million sq. ft. in 60 miles of the Port)
- Greatest number of specialist logistics service providers
- First Class rail links to the entire U.S. market
- Foreign Trade Zone

WHERE YOU THERE? A LOOK AT RECENT SOCAL HAPPENINGS

Hundreds of Real Estate Pros Descend on Balboa Bay Club



The once-a-year BBQ Bash at the Balboa Bay Club was once again a highly attended and much anticipated industry get together. Close to 300 real estate professionals came out to enjoy cocktails, good food, a great view and lots of networking at the July 14 OC BBQ Bash. The event was sold out well in advance. Make plans now for next year!

LA Golf Tournament A Huge Success



A full field of over 115 golfers turned out for the June 27 golf tournament at MountainGate Country Club in Los Angeles. Congratulations to the First Place team of Bob Peterson, Dominic Petrucci and Keith Williams, all with Buchanan Street Partners, and Tony Behrstock, Lawyers Title. A special thanks to our sponsors ... we couldn't have done it without you!

- First American Exchange Co. – Tee Prizes
- Lowe Enterprises Real Estate Group – Roving Beverage Cart
- Watson Land Company – Cigars
- Morley Builders – Dinner Sponsor
- Bank of America Merrill Lynch – BBQ Lunch
- Moss Adams LLP – Scorecards
- KTR Capital Partners – Golf Carts
- ARC Western – Signage
- United Paving – Longest Drive/Men
- Highland Commercial Roofing – Longest Drive/Women
- Hager Pacific Properties – Closest to the Pin

MEMBERS IN THE NEWS

Voit Reports over One Million Square Feet of Positive Net Absorption in OC Industrial Market

In the second quarter of 2011, Orange County's industrial market posted nearly 1.1 million square feet of positive absorption - the highest figure seen since the fourth quarter of 2005, according to the Second Quarter Market Report from Voit Real Estate Services. "Over the past five quarters, from 2Q10 through 2Q11, the Orange County industrial market has posted a total of almost 3.3 million square feet of positive net absorption," said Jerry Holdner, Vice President of Research at Voit. "This is even greater than the previous positive streak seen during the peak of the market from 4Q06 through 4Q07, which totaled only 2.3 million square feet."

The Orange County office market also continued on its path of positive net absorption, posting almost a half million square feet in the second quarter of 2011. "Consistent, positive absorption for both the industrial and office market is significant news," explained Holdner. "Thus far in 2011, the Orange County industrial market's net occupancy has increased by more than 1.5 million square feet, while the office market has increased by nearly 900,000 square feet. These numbers are a clear indication that the Orange County market is strengthening."

Jones Lang LaSalle Completes 148,908-SF Industrial Lease with Herbalife in Carson, Calif.

Jones Lang LaSalle represented Herbalife International, Inc., in a 10-year lease for 148,908 square feet of industrial space at 18431 S. Wilmington within Dominguez Technology Center, a 438 acre master planned business center in Carson, Calif. The new facility represents a relocation of its west coast distribution center from an 82,471-square-foot building located at 922 E. 233rd Street in Carson.

USAA, Admiral JV Buys 120,000-SF Office Building

Admiral Capital Real Estate Fund, a newly launched joint venture of USAA Real Estate Co. and Admiral Capital Group, has acquired the 119,626-square-foot 1700 E. Walnut Ave. office building from Alliance Commercial Partners of Lakewood, CO. The purchase price was not disclosed, but the buyers said they acquired the building "at a significant discount to replacement cost." The Admiral-USAA joint venture says that it expects to "generate attractive returns through an active asset management strategy, a strong tenant base and recovering fundamentals in the region." The Admiral Capital Real Estate Fund is a newly launched partnership between USAA Real Estate Co. and Admiral Capital Group formed by NBA Hall of Famer, philanthropist and 1987 US Naval Academy graduate David Robinson and managing partner, Dan Bassichis.

ORION Property Partners, Inc. Represents Surterre Properties Inc. in Lease Extension

ORION Property Partners, Inc. completed the restructure, modification, and extension of Surterre Properties, Inc.'s 19,592-square-foot lease at 1400 Newport Center Drive in Newport Beach. Surterre Properties is a full-service residential real estate solution encompassing more than 250 top-ranked real estate professionals. The real estate firm hired Jay Carnahan and Troy Leland of ORION Property Partners because of their deep market knowledge and their unique insight on restructuring win-win lease transactions.

PCCP Provides Senior Loan to Finance Acquisition of Bank Owned Class A Office Buildings

PCCP, LLC provided a senior participating loan to Basin Street Properties to finance the REO acquisition of Sequoia Center, a three-building Class A office property totaling 210,000 square feet. The buildings are located within Redwood Business Park, a 1.1 million square-foot master-planned business park in Petaluma, Calif.

Jones Lang LaSalle Secures Debt Financing for One California Plaza in Los Angeles
Jones Lang LaSalle today announced its Capital Markets group has secured a debt facility of up to \$160 million for One California Plaza in downtown Los Angeles on behalf of a joint venture between Charter Hall Office REIT and MPG Office Trust, Inc. The major U.S. lending institution provided a five-year, fixed- and floating-rate loan facility. The floating-rate loan facility will be available to pay certain leasing related costs and expenses. Senior Vice President Reid McGlamery, Executive Vice President Mathew Comfort and Managing Director Paul House led the Jones Lang LaSalle team on the financing.

Voit Real Estate Services Directs Second Largest Industrial Acquisition in Airport Area

Michael Hartel and Joe Winkelmann of Voit Real Estate Services' Irvine office assisted Western Realco in the \$19.05 million acquisition of a 183,000 square-foot industrial building in Irvine, successfully completing the second largest industrial acquisition transaction in the Orange County airport area submarket year-to-date, according to CoStar data. The property, which is located in the Irvine Business Complex (IBC), sits on 13.5 acres of land. Voit reports that vacant land for development in the IBC is scarce. The property is located at 16700 Red Hill Avenue in Irvine. The seller, OE Holdings, was represented by Gary Allen, Bob Griffith and Steven Ward of Grubb & Ellis.

NAIOP SoCAL WELCOMES NEW MEMBERS!

NAIOP SoCal would like to welcome 59 new members to the chapter between March 23rd and July 21st. We look forward to seeing each of them at our upcoming events!

John Pagliassotti

Alden Management Group
John Knecht

Angelo, Gordon & Co.
Nick Smith

ARC-Southern California
Heidi Smilde

Arnel Commercial Properties
Jennifer Brown

Bank of America Merrill Lynch
Abraham Mahgerefteh

Bank of the West
Sharon Fisher, Mark Wortmann

Bridge Commercial Real Estate
Scott Johnstone

Butler Burgher Group
Mark Haskell

CIP Real Estate
Patrick Franta

Cohen Financial
Mark Strauss

CoStar Group
Megan Nikolenko, Scott Selke

DEXUS Property Group
Jane Lloyd, Diane Scott

Fidelity National Title
Stacey Noonan

First American Title Insurance National Commercial Services
Erin GraeberBougie

Ganahl Construction Corp.
Thomas Majich

Green Street Advisors
Eric Frankel

Hager Pacific Properties
Corri Nicol, Jason Schirn

Heger Industrial
Thomas Holland, Brenna Noltimier, Jon Reno, Robert Thornburgh

HFF, L.P.
Christopher Simon

Ironwood Partners, Inc.
Ryan Hirsh

The Jerde Partnership
Richard Poulos

JPMorgan Chase Bank, N.A.
Mel Jensen

Kinecta Federal Credit Union
Jessica Barajas, Matthew McGuire

Land Interests Inc.
Brandon Hamara

Lee & Associates
Scott Smith

Lowe Enterprises, Inc.
Kyle Dorand

mbl properties co
Louis Wolff

MIG Real Estate
Jake Fischer

Plaza Bank
Gregory Dill

ProLogis
Doug McGregor

Snell & Wilmer L.L.P.
Robert Briseno

St. Louis University
Robert Smart

Taisei Construction Corporation
Rey Navarro

Thomson Reuters
Brandon Budde

TIAA-CREF
Erik Sobek

Transwestern
Elizabeth Hurley

University of California Los Angeles
Ryan Holbrook

University of Southern California
Nicholas Christen, Matthew Conti, Brian Vu, Doreen Yu

Voit Real Estate Services
Walter Chenoweth

Voit Real Estate Services
Christopher Evans, David Fults, Robert Osbrink

Wellman & Warren LLP
Scott Wellman

Wells Fargo Real Estate Group
Kelly Wong

Wembleton Enterprises
William Sokol

Western Realco
Jeremy Mape

Weston Solutions, Inc.
Thomas Ashcraft