

# LEADERS OF INFLUENCE: Commercial Real Estate Brokers



**W**ELCOME TO THE 2022 INSTALLMENT OF OUR ANNUAL ROUNDUP OF SOME OF THE BEST AND MOST SUCCESSFUL commercial real estate professionals in the region. In these pages, you'll find profiles describing many of the genuine leading lights in a profession critical to the business arena. These are the experts who routinely put together and lead the most significant and impactful lease and sale transactions in the area.

This impressive and talented group have made key contributions to some of the highest-profile developments in L.A. – and have done so during a time of challenge and uncertainty.

Congratulations to the trailblazing professionals who made this list and thank you for your contributions to the local business community's success.

*Methodology: The professionals featured in these pages did not pay to be included. Their profiles were drawn from nomination materials submitted to the Los Angeles Business Journal. Those selected for inclusion were reviewed by the editorial department and chosen based on a demonstration of impact made on the profession and on the Los Angeles community.*

## LOI: COMMERCIAL REAL ESTATE BROKERS

**MICHAEL ARNOLD**

Executive Vice President Founder /  
Director Tenant Consulting Group  
NAI Capital Commercial

**A**n award-winning broker, Michael Arnold has been recognized for his achievements by several leading publications and organizations in the industry. He has also achieved the status of being the #1 producer for NAI Capital in West Los Angeles and a top 1% NAI Capital producer overall.

Arnold is the executive vice president, director of the Tenant Consulting Group for NAI Capital in Southern California. With over 24 years of experience, Arnold provides a consultative and holistic approach in assisting companies address their cultural, financial and operational issues with a specific focus on reducing their real estate spend. He leads the largest team of experienced tenant representation professionals in Southern California. Focused on exceeding client expectations, Arnold and his team have a proven record for creative problem solving, execution processes, timely responsiveness, and attention to detail. He provides solutions for complex transactions that are financially beneficial to his clients.

**ERICA BALIN**

Principal  
Lee & Associates - LA North/Ventura

**E**rica Balin is a principal of Lee & Associates-LA/North Ventura Inc. specializing in representing tenants, landlords, business owners and investors in the leasing and sale of industrial and commercial properties throughout the Los Angeles North region.

Balin began her commercial real estate career while still in college, later transitioning into a full-time real estate professional. Since 2004, Balin has worked with a wide variety of tenants and developed a sub-specialty assisting startups to manage their current real estate requirements while preparing for future growth. She has assisted landlords throughout the Valley in successfully marketing their properties with a focus on maximizing value, and she has assisted tenants and business owners to identify and evaluate alternatives and negotiate optimum terms and conditions. In her first year at Lee & Associates, Balin transacted over 600,000 square feet of sales and leases valued at just under \$48 million.

**JOSHUA BERGER**

Executive Vice President, Shareholder  
Kidder Mathews

**J**oshua Berger is, and has been, a top producer at Kidder Mathews over three consecutive years and continues to show progress and improvement in earnings for the company. In 2020 and 2021, Berger received Kidder Mathews' "Big Hitters Award" after completing 56 deals over two years totaling \$177 million in sales. Throughout his seven-year career, he has sold over \$500 million in retail space throughout the United States.

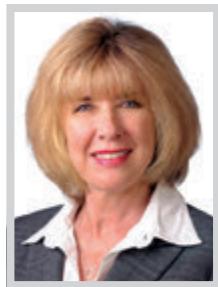
Berger's specialty is in the sales and advisory for net leased investment properties with a large focus on restaurant and pharmacy leased properties nationwide. He uses his extensive knowledge and contacts with many of the nationally branded tenants, which provides him the power to influence the market and have a competitive advantage over the other agents in the field. In addition, Berger is proud to lead a net lease division team in the West Los Angeles office.

**WARREN BERZACK**

Principal, National Director Multi-family  
Lee & Associates Advisory Group  
Lee & Associates - LA North/Ventura

**O**ne of the top 50 commercial real estate professionals under 40 in the nation, Warren Berzack boasts over \$2 billion in sales and possesses over 20 years of multi-family, retail and land sales experience. He has successfully closed over 500 transactions and negotiated sales in over 28 states for a large and diverse client base.

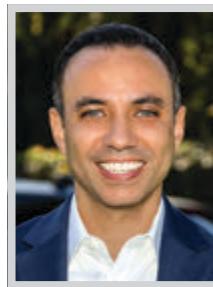
Berzack maintains particular expertise in the apartment sector and is a seasoned authority on 1031 Exchanges and Triple Net, management-free investment strategies and sales. As national director of the Lee & Associates Multifamily Advisory Group, Berzack is responsible for directing multifamily efforts throughout the Lee organization nationally and internationally, including developing an international platform, infrastructure, recruiting and handling some of the firm's largest multifamily transactions. Berzack Investment Property Advisors is one of Los Angeles' highest-producing and most award-winning investment real estate groups, with decades of combined experience.

**CHERI BLESSING**

Principal  
Lee & Associates - LA North/Ventura

**C**heri Blessing has sold multiple properties along Thousand Oaks Blvd. in Thousand Oaks, achieving some of the highest prices per square foot since 2006. Her firsthand knowledge of the market and the desire and need for ownership vs leasing has brought her much success.

Blessing has successfully executed more than 300 transactions with a combined value in excess of \$100 million over the course of her 24-year career. Blessing stays in contact with her clients whether representing buyers, sellers, landlords or tenants. From the first call or email, she follows through with getting them prompt replies and information. She diligently gets the deals done and stays in contact with many of her clients over the years, building long-term relationships. Her understanding of the market and years of experience have kept her in the forefront of property owners and businesses looking to open.

**JAMIE BROOKS**

Senior Vice President  
CBRE

**J**amie Brooks has been a perennial top producer at CBRE for several years and has been involved in several large and notable retail transactions throughout his career. Among his professional accomplishments in recent years is his effectiveness in raising awareness around diversity, equity, and inclusion (DE&I) within the commercial real estate industry, which has long been criticized for its lack of diversity. Brooks has been effective in raising awareness around DE&I by using his platform – as one of the few African American commercial estate brokers at a major firm in Los Angeles – to highlight career and investment opportunities for people of color.

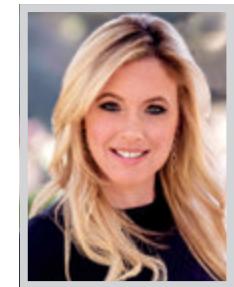
Brooks leads a dedicated team of retail professionals who specialize in landlord representation, occupier representation, and investment sale transactions. His proven in-market knowledge, financial expertise, and store placement success makes him an invaluable asset to CBRE, and uniquely positions him to assist clients through the entire real estate process.

**RYAN CAMPBELL**

Executive Managing Director  
NAI Capital Commercial

**R**yan Campbell has been in the commercial real estate industry since 2002. During this time period, Campbell has successfully completed over 400 leasing and sales transactions valued in excess of \$400 million and totaling over five million square feet of industrial/office space.

Campbell has over 15 years of real estate experience, specializing in the representation of buyers, sellers, tenants, landlords and developers in the industrial, office, and high tech marketplace in the San Gabriel Valley. His background includes six years as an accomplished sales manager in the industrial and technology sectors where he gained vast experience in the areas of: sales proposals, sales presentations, business development, marketing research, and account management. He has been able to combine his educational background in industrial engineering, past work experience, and knowledge in building sales/leases to create an in-depth perspective for his clients.

**ELIZABETH CLARK**

Executive Vice President  
Douglas Elliman

**E**lizabeth Clark has demonstrated over and over again her ability to sustain high sales volume. She is a hard worker and runs a large team that she cares about. She gives others opportunities to rise and has developed a reputation among peers and customers for being an honest and kind professional. Clark takes her work seriously but makes sure to remember that people can get tired and discouraged. She's a great cheerleader for women and men in the industry and knows that there's enough business out there to not be greedy.

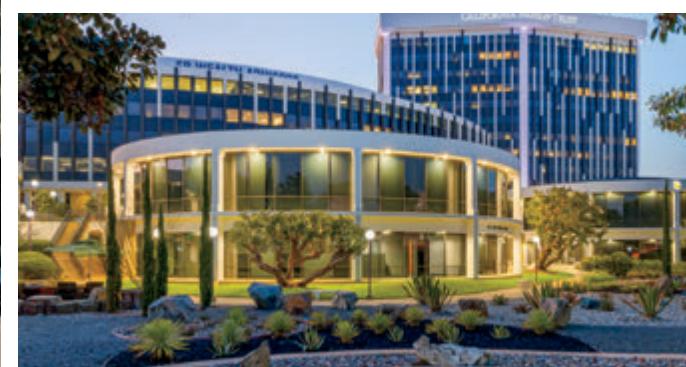
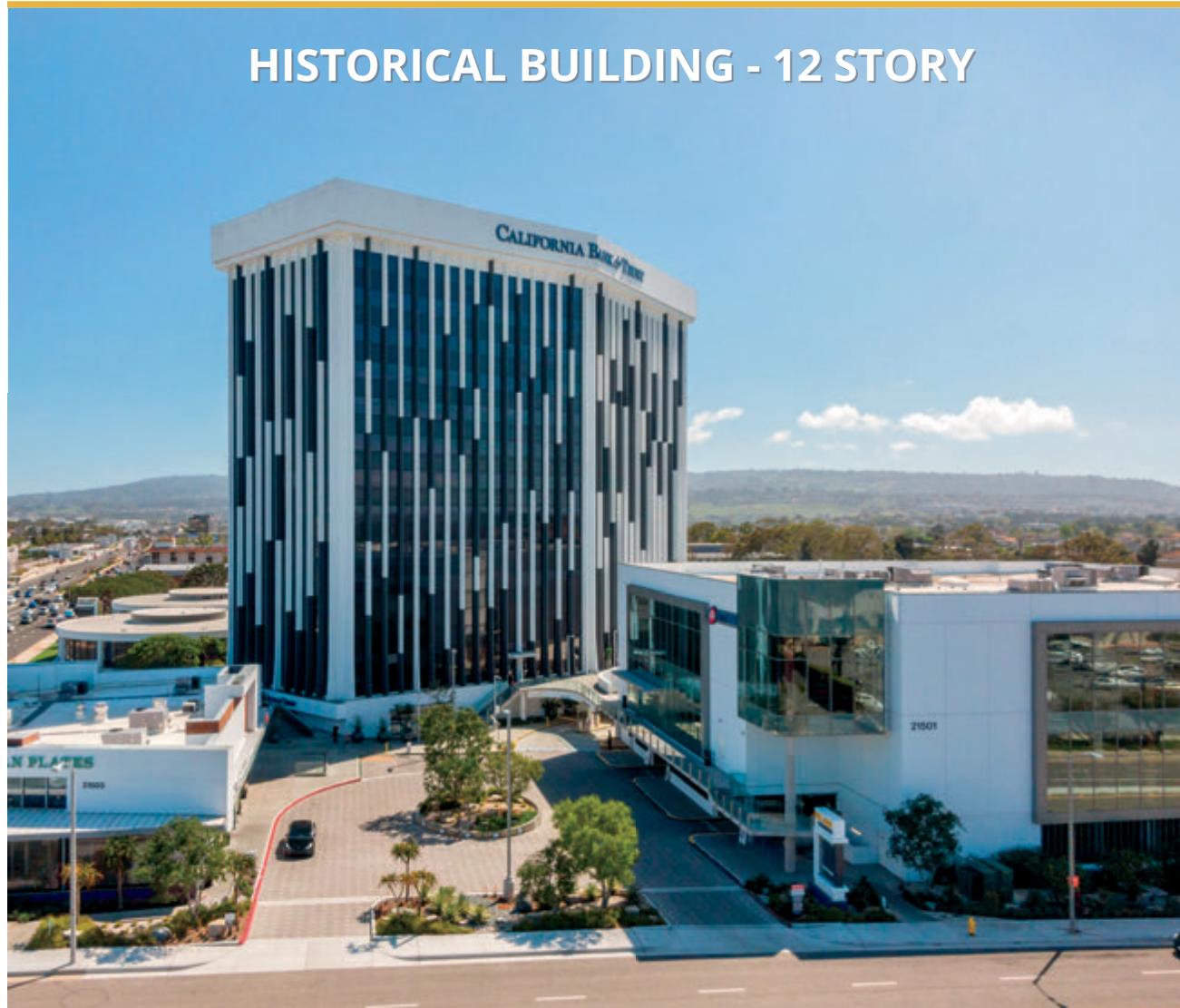
Clark, a senior vice president of Douglas Elliman, prides herself on aggressively representing buyers and sellers of retail, office, industrial and multifamily real estate in all transactions with a commitment to achieve superior outcomes. Clark represents families and small investors, private equity, owner-users and institutional investors with asset requirements ranging from \$5 million to \$20 million.



# CONGRATULATIONS!

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## HISTORICAL BUILDING - 12 STORY



- ICONIC TORRANCE LANDMARK
- 24 HR FITNESS SUPER SPORT
- URBAN PLATES RESTAURANT
- FIRSTBANK
- OFFICE & MEDICAL SPACE AVAILABLE
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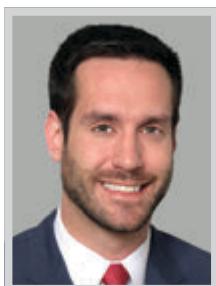
*The Muller Company* would also like to  
Congratulate **Airport Tower** for the **2022 BOMA TOBY Award**  
in Orange County  
**Building of the Year!**



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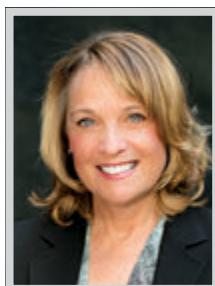


## LOI: COMMERCIAL REAL ESTATE BROKERS

**MIKE CONDON JR.***Vice Chairman  
Cushman & Wakefield*

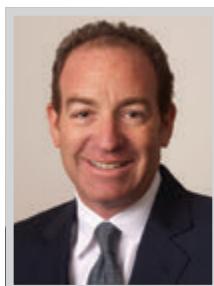
**M**ike Condon Jr. specializes in Capital Markets and also leasing for property including office, industrial, retail, land and other specialized properties. A vice chairman in Cushman & Wakefield's Downtown Los Angeles office, Condon provides agency leasing, investment sale, and land acquisition and disposition services for clients throughout the Greater Los Angeles area, as well as nationally. At Cushman & Wakefield, he is the youngest pro to ever achieve the title of vice chairman in the Southern California region and has continuously ranked as the #1 value-add investment sales broker year after year.

Select Los Angeles area sales that Condon and his team closed in 2022 include the UCLA purchase of Marymount College in the Palos Verdes Peninsula, the sale of three asset/land portfolio in Downtown LA for 1,200 units, and an undisclosed 25-acre industrial land sale in Southern California.

**CHRISTINE DESCHAIN***Senior Vice President, Brokerage  
Kennedy Wilson Brokerage*

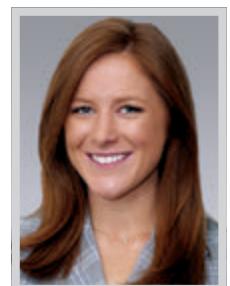
**W**ith a prolific track record spanning over 30 years in commercial real estate, senior vice president of Kennedy Wilson Brokerage, Christine Deschaine has distinguished herself as a leader who is passionate about enhancing communities and creating value in central business districts across greater Los Angeles, all while purposefully incorporating service to others as an integral part of her personal and professional life.

Specializing in retail brokerage with a focus on urban redevelopment, Deschaine serves as an advisor to institutional and private capital owners, tenants and developers, earning her a reputation as an authority in the industry. In 2021, following a year of market uncertainty due to the pandemic, she delivered consistent results for her clients and remained a steadfast source for her team, balancing both her leadership duties at Kennedy Wilson Brokerage and serving both her local community and international humanitarian causes.

**DAVID FREITAG***Executive Vice President, Los Angeles Branch Manager  
DAUM Commercial Real Estate Services*

**D**avid Freitag is an executive vice president and Los Angeles branch manager at DAUM Commercial Real Estate Services, where he specializes in consulting and corporate services in industrial and commercial properties. Throughout his impressive career, Freitag has achieved a personal transaction value in excess of \$2.1 billion and totaling over 23 million square feet of space. His range of clients includes 20th Century Fox, Chevron/Texaco, Wells Fargo Bank, U.S. Small Business Association, and Black Equities.

With extensive knowledge and experience working with investors and developers, Freitag upholds the standards of DAUM as a leading provider of commercial real estate services including brokerage, tenant representation, consulting, leasing, sales, and property management. His prowess in the acquisition of obsolete properties and conversion to more functional uses is rooted in his experience in sale-leasebacks, leased investments, landlord and tenant representation, site search and acquisition, build-to-suit projects, and land developments.

**CAITLIN HOFFMAN***First Vice President  
Colliers*

**C**aitlin Hoffman is a first vice president at Colliers Greater Los Angeles, specializing in institutional agency leasing and multi-market tenant representation with significant expertise in the North Los Angeles markets. Working alongside a prestigious team of industry experts specializing in occupier services and agency leasing for over a decade, Hoffman possesses a uniquely diverse skill set and knowledge of financial underwriting, market diagnostics, and strategy as one of the most active and knowledgeable office brokers in the market.

Primarily responsible for her team's efforts on the agency leasing side, Hoffman is laser-focused on formulating and executing client business strategies with a heavy concentration on local occupier transactions and client management. Placing great emphasis on a personal and individualized client services approach, Hoffman harnesses her educational background in finance to tailor market deliverables to the specific needs of her clients.

**ALEXANDER KOUSTAS***Managing Partner, Commercial Advisory  
The Agency*

**T**he Agency Commercial Advisory, for which Alexander Koustas is managing partner, is a full service commercial brokerage platform, specializing in investment sales, landlord and tenant leasing representation and strategic asset positioning. What makes Koustas' team unique is that they offer an innovative approach to problem solving through their most valuable asset - the team and its collaborative spirit. Whether it is their client's first commercial property lease or the disposition of a diversified portfolio, Koustas and The Agency Commercial Advisory has the knowledge and vision to see a transaction through successfully.

In addition to the core services of agency leasing, tenant representation and investment sales, Koustas and his team have also grown to offer a more full service approach for clients including, property transition and property repositioning/re-introduction, in-depth market information, property and market specific analysis, financial analysis, design and development of all marketing materials, websites, broker events, and more.

**ALEX KOZAKOV***Investment Property Sales Co-Leader  
CBRE*

**T**hroughout Alex Kozakov's career partnering with Patrick Wade, the duo has completed over 300 retail investments sale transactions totaling more than \$2.1 billion in value. They recently completed the sale of a more than \$73 million Wal-Mart anchored power center in Southern California that involved multiple sellers and buyers, and a loan assumption. The sale required a very hands-on approach that required them to leverage their relationships in the leasing, debt market, property management and legal professions. Kozakov and Wade applied a hands-on approach to problem solving, responsiveness, and understanding of capital movement allows them to represent clients of some of the highest profile retail sites in Southern California.

Kozakov and Wade have different personalities and strengths but share common values and interests in putting their client's needs first and providing the best execution and service. They have worked with both private, novice property owners and large, institutional owners and lenders.

**JIM KRUSE***Regional President, Brokerage, Greater LA  
Kidder Mathews*

**J**im Kruse is Kidder Mathews' regional president of brokerage for Greater Los Angeles. He is responsible for regional growth, recruitment of talent, and strategic client relationships at the firm's offices in downtown Los Angeles, Century City, El Segundo, and Pasadena. Kruse is a well-known dynamic leader with deep experience recruiting and leading professionals. He has over 35 years of commercial real estate expertise in Southern California. His vast experience includes 15 years as senior managing director for CBRE's LA offices, executive vice president for Grubb & Ellis' LA offices, a top producing broker at Cushman & Wakefield, and CEO of LA-based investor/developer DPI Retail.

Kruse joined Kidder Mathews in March 2022 and has since added an impressive 33 new brokers, including 20 in Century City alone. With his extensive market knowledge, he is regularly invited to be an expert panelist or moderator.

**PATTI KUTSCHKO***Senior Vice President  
DAUM Commercial Real Estate Services*

**P**atti Kutschko is a key player and leading expert in the sale and leasing of primarily retail and investment properties in the North Los Angeles County and Ventura County. During her nearly 30 years in the commercial real estate industry, she has spearheaded a total of more than 500 sale and lease transactions. In over 21 years in her current role with DAUM Commercial Real Estate Services, California's most experienced brokerage firm, Kutschko has set an industry standard for retail site selection, shopping center sales and leasing, investment sales, development consulting, due diligence reporting, expert testimony, and has a trained eye for investments.

Kutschko's strong organizational skills, a focused and individualized approach to each leasing assignment, and excellent relationships within the brokerage community at large have helped contribute to her success. She consistently brings a clear understanding of landlord and tenant needs to the negotiation table.

## LOI: COMMERCIAL REAL ESTATE BROKERS

**STEPHEN LIM**

*Senior Vice President*  
NAI Capital Commercial

With a long term history of experience in commercial real estate, Stephen Lim has excelled in representing both public and private companies throughout Southern California. Lim's areas of expertise include working with logistic operators, bulk warehouse, manufacturing, and distribution market segments. Successful in all phases of commercial brokerage, his experience encompasses tenant and buyer representation, landlord and seller listings, build-to-suit properties and the acquisition or disposition of investment-grade buildings.

Lim is skilled in anticipating potential opportunities and his clear-and-thorough approach to communication gives clients confidence and builds consensus among decision-makers. In addition, his understanding of the market and industry make him a skilled negotiator and allows him the ability to simplify and resolve complex issues that face his clients. With a high regard for ethics, he has fostered numerous long-term client relationships.

**CASEY LINS**

*First Vice President*  
Kidder Mathews

Over the past ten years and beginning at 18 years old, Casey Lins, who currently serves as first vice president at Kidder Mathews, has become the leading broker for development sales in Los Angeles, with a specific emphasis in South Los Angeles. Some of his recent sales include a 195 unit project at 4605-4637 Crenshaw Blvd. which was voted the #1 sale in Los Angeles in 2021 by CoStar; 11400-11422 Broadway, which is a 166 unit development site; 3022 S. Western Ave., which is expected to be a more than 100 unit development site; 2153-2171 W. Washington Blvd., which is a value-add mixed-use reposition; and many more.

Outside of his thriving commercial real estate work, Lins currently is involved with Bisnow. He also mentors two junior agents and he is involved in a non-profit that serves the homeless population.

**CARINE MAMANN**

*Executive Director*  
Cushman & Wakefield

Carine Mamann is an executive director in Cushman & Wakefield's West Los Angeles office. Specializing in retail leasing and investment sales in Beverly Hills, West Hollywood and the greater Los Angeles area, Mamann has transacted on notable properties such as Two Rodeo, Melrose High Street properties, Wilshire Rodeo Plaza and numerous buildings on Melrose Place. Mamann was the top Southern California retail broker for Cushman & Wakefield for more than five years and is also a respected authority in commercial real estate.

Year-to-date 2022, Mamann has successfully transacted on a total of 75 deals in the Greater Los Angeles area. Her most exceptional deals in 2022 include Amiri at 461 North Rodeo; Cartier at 411 N. Rodeo; and the sale of 8833 Beverly Boulevard for \$24 million. Mamann has over \$250 million in deal considerations for 2022 alone.

**LAWSON MARTIN**

*Managing Principal*  
Cresa

For almost 40 years, Lawson Martin, the managing principal at Cresa, has been providing real estate consulting services for some of the nation's leading corporations and professional firms in Southern California, as well as the successful negotiation of hundreds of real projects around the nation.

Martin's expertise includes national account team leadership, strategic planning, portfolio planning, valuation of assets, process management, acquisitions and dispositions of real property, and real estate portfolio administration. He is a member of CoreNet Global and Los Angeles Commercial Realty Association (LACRA).

## Congratulations!

Cresa proudly congratulates  
**Lawson, Jim, Dennis & James**  
on their recognition as top  
Brokers in Los Angeles.

**The stakes are high, conflicts are real.  
Tenant advocacy matters.**

**cresa**



Lawson Martin



Jim Travers



Dennis Smith



James Robbins

## LOI: COMMERCIAL REAL ESTATE BROKERS

**JANET NEUMAN***Executive Vice President, Shareholder  
Kidder Mathews*

Janet Neman is an executive vice president and shareholder with Kidder Mathews. Neman has been in the commercial real estate industry for over 35 years, and in that time, she has sold nearly \$2 billion in assets. Neman has consistently remained a leading broker in the commercial real estate industry. Even in the midst of the pandemic, Neman has continued to break barriers and she is the leading broker in her firm every year. This year alone, she has already closed \$260 million worth of transactions and has another \$100 million in escrow.

Neman has the keen ability to identify opportunities that others may have missed. She is known for navigating challenging deals to the finish line that others may have given up on. After a five-year escrow, she just closed on a \$56 million, seven acre development site in the heart of Culver City, which was a record-setting deal.

**RICARDO PACHECO***Managing Director, Los Angeles  
Colliers*

Ricardo Pacheco serves as the managing director of brokerage for Colliers' Los Angeles offices. A trusted advisor and leader, he is responsible for strengthening business development, improving service delivery, and recruiting world-class talent. Implementing his forward-thinking business acumen and diverse industry expertise garnered through his 15-year career, Pacheco partners with sales professionals across Los Angeles to develop strategic business plans and provide superior client service.

Pacheco previously served as a regional director for Colliers' U.S. Southwest Region, where he played an integral part in working with brokerage professionals to win, keep and grow business across the Southwest. His responsibilities included business operations, strategic planning, business process improvement, financial modeling, and analysis. Before joining Colliers, Pacheco held various leadership positions across both occupier and investor services during an 11-year tenure with CBRE. There, he was responsible for leading one of the company's most significant transaction management corporate accounts.

**GEORGE PINO***CEO  
Commercial Brokers Int.*

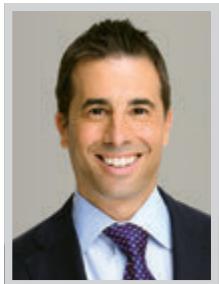
George Pino, the chief executive officer at Commercial Brokers Int., has been active in the Los Angeles community for his entire career. He has successfully sold and/or leased over 6000 assets in his career. He is currently working on a project to bring human carrying drones to the LA market to help eliminate some of the issues with traffic.

Pino has been involved in real estate for the past 31 years, overseeing the opening of offices across the US and being personally responsible for the sale and marketing of over 6,000 assets, aiding closed transactions totaling over one billion dollars throughout the US. In 2002.

**JAMES ROBBINS***Senior Vice President  
Cresa*

James Robbins leads a team at Cresa that advises organizations how to make more informed decisions with real estate. He ensures a company's first largest fixed cost (real estate) is an asset to grow the company rather than be the typical liability. Through his lease negotiation process he usually saves organizations 10%-30% on their lease and has worked with companies like Coca Cola, Microsoft, John Hancock, the LA Auto Show, and many local and regional organizations.

Outside his role as senior vice president at Cresa, Robbins is a member of the Jonathan Club, Toastmasters, the Breakfast Club, Squash Club, the LMU Alumni Association, and the Beta Theta Pi fraternity. He enjoys volunteering at the Homes for Hope Foundation, Jonathan Club service events, and Heal the Bay beach clean ups.

**ROB RUBANO***Vice Chairman  
Cushman & Wakefield*

Rob Rubano is a vice chairman in Cushman & Wakefield's West Los Angeles office. He spearheads the firm's Debt & Structured Finance platform. Additionally, Rubano was the firm's top producing broker in West Region in 2022, was one Cushman & Wakefield's top three performing producers in the US and is consistently one of the top performing debt placement advisors in the country.

Year-to-date 2022, despite market volatility and constrained liquidity in the commercial real estate debt markets, Rubano had closed or is under contract on a total of 64 financings across the U.S., spanning all asset classes and risk profiles with an aggregate total loan volume in excess of \$9.1 billion. Select Los Angeles area financings that he closed during the year included 555 Aviation in El Segundo, Echelon Television Center in Hollywood, Hotel June and Waterstone in Moorpark.

**JORDAN RUBINSTEIN***Vice President  
Kennedy Wilson Brokerage*

Jordan Rubinstein, vice president for Kennedy Wilson Brokerage in Los Angeles, represents real estate principals in investment analysis and strategy for acquisitions and dispositions, landlords and tenants in leasing and site identification, and developers pursuing entitlement and development opportunities. His ability to advise clients through all stages of the real estate life cycle and unlock value by sourcing, structuring, underwriting, and facilitating real estate investment opportunities — both on and off-market — are the pillars of his continued success and have significantly contributed to the growth of the investment sales platform at Kennedy Wilson.

Rubinstein brings 15 years of industry experience and more than \$300 million in commercial investment sale transactions, helping establish the brand's recognition and capabilities. Rubinstein has closed 1.75 million square feet of commercial property, valued at \$68.3 million, since April 2021, including the acquisition of the Orlando Hotel on West Third Street in Los Angeles - reopening under the Palisociety flag.

**JUSTIN SCHULTZ***Executive Vice President  
CBRE*

CBRE executive vice president Justin Schultz's biggest career accomplishments involve collaboration across businesses at CBRE that allow he and his team to create solutions for clients that go well beyond their most immediate expertise. He truly acts as a strategic advisor for his clients. Schultz's real gratification comes from knowing he is adding real value, while also seeing new CBRE hires brought in to support his efforts and initiatives. In fact, Schultz has been involved in initiatives where hundreds of great jobs are created.

Schultz is also involved in CoreNet, ICSC, Indiana University Alumni Association and mentorship with the Kelley School of Business. He is also actively involved in the American Cancer Society. Having seen that nearly every family is affected in some way by cancer, including his own, supporting this society is dear to his heart.

**LEE SHAPIRO***Executive Vice President, Director of Retail Brokerage  
Kennedy Wilson Brokerage*

Lee Shapiro serves as executive vice president, director of retail brokerage for Kennedy Wilson Brokerage in Los Angeles. For 33 years, he has specialized in the sale and leasing of commercial investment properties throughout Southern California with a focus on office, retail, and development sites. Throughout his career, Shapiro has closed over 1,250 transactions worth \$1.75 billion. In the past 18 months, he completed 74 transactions representing more than 364,505 square feet of commercial real estate valued at over \$122 million.

Shapiro is currently the exclusive agent for over 1.7 million square feet of commercial space across Southern California including high-profile retail leasing assignments for the Millennium Biltmore, Wilshire Grand Center, and The Grand LA in DTLA; The Culver Steps in Culver City; Eastown, El Centro, and The W Hotel in Hollywood; and Shoreline Gateway in Long Beach.

## LOI: COMMERCIAL REAL ESTATE BROKERS

**DENNIS SMITH**

*Managing Principal*  
Cresa

Dennis Smith is an industry leader in providing real estate services to corporate, construction, technology, and nonprofit users of office and industrial space nationwide. He utilizes his more than 30 years of experience and trademark responsiveness to focus on meeting his clients' goals and objectives. Dennis' consulting services include acquisition and disposition assignments for leased, owned, and build-to-suit facilities as well as lease portfolio and strategic planning services.

Smith is a member of CoreNet Global, Urban Land Institute, Rotary Club, and Southern California Development Forum. He was a board member of Los Angeles Commercial Realty Association. He maintains commercial real estate and transaction management expertise serving a number of different industries, including financial services, technology, nonprofit organizations and more.

**MIKE TINGUS**

*President*  
Lee & Associates - LA North/Ventura

Mike Tingus began his career in 1988 with The Seeley Company which then merged with Colliers International in 1998. He assumed the position of president of Lee & Associates-LA North/Ventura in January 2004 and, while holding the title of president, has ranked as one of the top producing brokers in the region each year.

Tingus' expertise includes the sale and leasing of industrial, office and retail properties as well as land development throughout Southern California. He was appointed to the Initial Planning Commission for the City of Calabasas in 1993 and served on the commission for five, two-year terms, two of those years as chairman. His knowledge of the entitlement process puts him in a rare category. Tingus has successfully transacted in excess of 1,500 acres of development land sales and has sold or leased properties valued in excess of \$5 billion over his career.

**LORENA TOMB**

*CEO & Founder*  
Urbanlime Real Estate

Lorena Tomb started her career in real estate in 2011. After a few successful years in the business, in 2017, she saw an opportunity to create a brokerage focused on a niche industry: food and beverage, entertainment and hospitality. With that vision she left the corporate world and started Urbanlime Real Estate. Her team now consists of 10 brokers covering Los Angeles and Orange County where they are recognized as one of the leading brokerages in that category.

Tomb is always available to discuss career aspirations with recent college graduates and welcomes conversations where she offers advice and guidance to junior brokers in the market. She is also a sponsor to the LA Chef conference and offers her time to speak on panels and webinars with the RE: her organization supporting women in the restaurant industry.

**JAMES TRAVERS**

*Principal*  
Cresa

James Travers, principal at Cresa, holds a national reputation as a leader in the commercial real estate industry. His market expertise, creative deal-making skills and keen knowledge of the art of negotiation have maintained his position at the forefront of the industry. Travers leads one of the most powerful negotiating teams in California. With his leadership, Cresa has maintained a strict dedication to tenant representation, and successfully negotiated over \$11 billion in real estate transactions. Among the industries he serves include education, financial services, law firms, non-profit organizations and entertainment and media companies.

Also impactful to the Los Angeles region outside of his work as a leading commercial real estate professional, Travers is one of the founders of the Museum of Contemporary Art, Los Angeles (MOCA) and a member of the Executive Committee, Governing Board at FIDM.

**PATRICK WADE**

*Investment Property Sales Co-Leader*  
CBRE

Throughout his career, Patrick Wade, partnering with Alex Kozakov, has completed over 300 retail investments sale transactions totaling more than \$2.1 billion in value. The duo recently completed the sale of a more than \$73 million Wal-Mart anchored power center in Southern California that involved multiple sellers/buyers and a loan assumption. The sale required a hands-on approach that required the team to leverage relationships in the leasing, debt market, property management and legal professions.

Wade and Kozakov have different personalities and strengths but share common values and interests in putting their client's needs first and providing the best execution and service. They have worked with both private, novice property owners and large, institutional owners and lenders. They have successfully worked through various title, environmental, loan and tenant challenges to reach the goals of their clients.

**DAVID YOUNG**

*Executive Vice President*  
NAI Capital Commercial

David Young has consistently been a top producing broker during his 26-year tenure, earning top production recognition. His real estate experience includes sales negotiations, lease negotiations, land sales, exclusive listings, market studies, and corporate services for major corporations.

Young has marketed industrial properties for thirty-two years. He has focused his real estate activities on Industrial facilities for tenants/buyers and landlords/sellers as well as Industrial investment properties in the North Los Angeles area. He is a member of the NAI Capital Circle of Excellence which recognizes long-term professional competence and success. He is a member of NAI's ALPHA Team which is an assemblage of senior brokers within NAI who have grouped together to deliver the highest level of corporate services to targeted corporate clients both nationally and around the world. He is also a member of NAI's Mentor Team.

**JAKE ZACUTO**

*Managing Director*  
Zacuto Group / Commercial Real Estate

Jake Zacuto has been a dynamic player in the commercial real estate industry for over two decades. With a focus on leasing, investment sales and strategic asset advisory, his namesake Zacuto Group represents some of LA's most prominent business leaders, family offices, developers, and recognizable brands. Typical projects range from securing creative & industrial spaces for tech, media, and apparel companies, to working with investors on multi-million dollar purchases and sales.

Zacuto's ability to deliver impressive outcomes are a direct reflection of his market knowledge and approachable demeanor. Backed by a team of deal makers and go-getters, Zacuto Group has become synonymous with strong relationships and superior results. YTD 2022, Zacuto and his team have brokered over 120 lease transactions and more than \$230 million in deals. Among his significant highlights has been his work representing a life sciences investor on an \$18.5 million North Hollywood office campus.