

# Denver Real Estate Consultant, Realtor & Auctioneer

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## Real Estate Educational Background

University of Denver, M.B.A., Finance - Real Estate, 1994.  
University of Denver, B.S.B.A., Real Estate & Construction Mgmt., 1978.

## Real Estate Work Experience:

Barrett Associates, Incorporated, Aurora, Colorado

June 2006 to Present. Proactive residential real estate brokerage including dispositions, consulting, and online auctioning services. Bringing "proactive" commercial real estate leasing and sales practices to the high-end residential property marketplace.

Whitestone REIT, 2600 South Gessner, Suite 500, Houston, TX 77603

June 2009 ... May 2010. Assistant Vice-President of Leasing & Special Projects. Portfolio repositioning responsibilities for non-listed, public, Real Estate Investment Trust. Former senior executives of First Union Real Estate Investments (see below) recruited and relocated me to turnaround challenged real estate portfolio properties (office, industrial & retail) in Houston. Responsibilities included repositioning and redevelopment strategy conception and execution including new business development, leasing, and prospecting activities.

University of Denver, Denver, Colorado

January 2008 ... May 2009. Adjunct Professor of Real Estate. While I have taught as an adjunct professor part-time in the evenings since 1988, I taught full-time during this period and conducted exclusive academic research and publishing regarding the commercial real estate debt crises of 2008 with Glenn Mueller, PhD (University of Denver professor and advisor to Dividend Capital) on behalf of the Pyne Companies. Our final white paper was published in the Journal of Real Estate Pension Fund Management (JREPM), in April of 2009.

HomePoint.com, LLC, Centennial, Colorado

June 2006 &hellip; October 2007. Manger of Real Estate Services for &ldquo;start-up&rdquo; internet-service provider to the real estate industry with an online platform designed to streamline real estate marketing and transaction processes. I gained extensive knowledge of technical internet marketing techniques from this assignment. This company ceased doing business as the sub-prime debacle unfolded and the real estate markets deteriorated in 2008

MDC Holdings, Inc., (Richmond American Homes), Denver, Colorado

November 2004 through August 2005. Program Training Manager for Land Acquisition, Finance, and Purchasing. Assignment involved access to the highest level executives in land, finance, and purchasing for the purpose of developing and delivering those training programs. While at MDC, I gained extensive knowledge from unlimited access to these departments&rsquo; systems data, identified best practices, and consulted internally with regard to defining operational processes and practices. MDC reorganized this division and eliminated program manager positions as the historic homebuilding boom of the decade began to fade.

Barrett Associates, Incorporated, Aurora, Colorado.

September 2000 ... October 2004. President. I created a Sub-Chapter &ldquo;S&rdquo; consulting firm in order to provide exclusive commercial real estate marketing, redevelopment consulting, and prospecting services to Sevo Miller, The Staubach Company, The Studley Company and other clients including: Arter & Hadden, The Paul Companies, Radiant Partners, Colorado & Santa Fe Real Estate, Veteran Home Loans, The Zall Company, and the cities of Littleton and Englewood, Colorado, on a project-by-project basis.

LandBank, Inc., Lakewood, Colorado.

February 15 1998 &hellip; August 1, 2000. Director of Real Estate Acquisitions for the brownfields development arm of the IT Group (ITX), North America&rsquo;s largest publicly traded environmental engineering services firm (since acquired by The Shaw Group). Assignment involved assisting Brownfields&rsquo; industry pioneers in the acquisition, remediation, and repositioning of environmentally impaired properties to their highest and best use both domestically and abroad. Some of my finest redevelopment work (nationally recognized) was accomplished at this firm.

First Union Real Estate Investments, Denver, Colorado.

July 17, 1994 ... February 1, 1998. Director of Special Projects. After graduating with my MBA at the University of Denver, I rejoined First Union to support the trust's Executive Vice President & CFO - responsible for executing the REIT's strategic plan for the redevelopment, conversion, and re-tenanting of the trust's non-performing special assets to their contemporary highest and best use (North Valley & Peach Tree Malls).

CB Commercial Real Estate Group, Denver, Colorado.

June 1992 ... August 1993. Office Property Associate. Financial lease analysis, office leasing, and repositioning responsibilities for Citicorp REO office property (Aurora Corporate Plaza). I attended graduate school at the University of Denver during this time.

First Union Real Estate Investments, Denver, Colorado. (NYSE REIT)

November 1988 &hellip; August 1991. Regional Retail Leasing Agent. Multiple, regional shopping mall retail repositioning and leasing responsibilities in Colorado, North Carolina, and Tennessee. It was at this time that I chose to turn down a home office position in Cleveland, and attend graduate school at the University of Denver to pursue my MBA. This publicly traded REIT was later acquired by Radiant Partners and liquidated.

Trammell Crow Company, Denver, Colorado.

November 1986 - January 1988. Retail Leasing Agent. Retail strip center development and leasing responsibilities on problematic portfolio assets.

Trinity Development, Colorado Springs, Colorado.

June 1985 ... October 1986. Retail Broker Associate. Development and leasing of new, retail shopping center space. This company ceased operations in Colorado, was reorganized, and relocated to Phoenix in 1987.

Xerox Corporation, Denver, Colorado.

July 1983 ... June 1985. Major Account Executive. Copier, computer and memory-typewriter product sales.

#### Real Estate Career Highlights

- &bull; Pioneered "start-up" real estate technology platform to streamline, automate, and bring efficiencies to residential real estate transactions
- &bull; Developed and Delivered educational training programs for Fortune 500 publicly-traded production homebuilder in Land Acquisition, Finance, and Purchasing
- &bull; Conceived of Public Safety Mortgage Company post 9/11, which originates mortgages to police, firefighters and emergency workers
- &bull; Woodbridge, NJ &ndash; 170 acre former chemical plant being redeveloped to an industrial park
- &bull; Chula Vista, CA &ndash; 35 acre former rendering plant redeveloped for auto dealership
- &bull; Whippany, NJ &ndash; 35 acre former industrial facility being redeveloped to single-family residential use
- &bull; Northeastern Property Portfolio &ndash; The portfolio acquisition and repositioning of 25 properties ranging from two (2) acres to one hundred and eleven (111) acres with repositioned uses ranging from a commercial mixed-use development to a four (4) acre retail infill site in NYC
- &bull; Converted The North Valley Mall, a 450,000 SF economically obsolete shopping mall, into a back office center. Executed a \$10 million, 133,000 SF lease with TeleTech, a publicly traded, call center operation
- &bull; Represented Christy Sports for retail site selection and leasing negotiations in the metro Denver market
- &bull; Adjunct Professor of Real Estate at the Franklin L. Burns School of Real Estate & Construction Management, University of Denver (1988 through 2007)
- &bull; Co-authored redevelopment case studies on two of my projects with a fellow DU faculty member, which have been used at the University of Virginia, New York University, and Yale School of Management

#### Relevant Skills and Work Experience:

- &bull; Acquisition & lease transaction responsibility including negotiations and strategy development.
- &bull; "Highest and best use" property analysis of existing and proposed commercial real estate products, including market-specific economic trend analysis and commercial real estate demand forecasting.
- &bull; Financial analysis, market profiling, due diligence, and contract administration of commercial real estate sales, leasing, and financial transactions.
- &bull; Excess & surplus property divestiture and repositioning by both real estate product and geographic market
- &bull; Retail, office, and industrial property site selection on behalf of tenants and end users
- &bull; Leasing of retail, office, and industrial real estate properties on behalf of ownership
- &bull; Tenant representation regarding all classes of real estate product
- &bull; Residential property sales regarding all classes of residential property types at all price points
- &bull; Property valuation, developmental project timeline projections, and project cash flow forecasting
- &bull; Sourcing of debt & equity in support of commercial property transactions
- &bull; Land acquisition, entitlement, rezoning, and development expertise.
- &bull; Public relations, marketing, and media interaction with the various public interest groups involved in controversial

real estate reuse and redevelopment strategies

- New business prospecting on behalf of lenders, landlords, municipalities, and tenant representation firms
- Corporate educational design, development and instructional competencies
- Expert witness experience in brownfields development and condemnation cases
- Market Value Analyses (MVA) and Broker Opinion of Values (BOP)
- Real Estate Auctioning Services
- Outstanding presentation and speaking skills

Awards, Honors, and Scholarships:

Adjunct Professor of Real Estate at the Franklin L. Burns School of Real Estate & Construction Management, Daniels College (ranked 44th "best business school" in 2005 by The Wall Street Journal), University of Denver (1986 through 2008).

University of Denver, Graduate Research Assistant, Legal Studies Dept., 1994

Harwood Memorial Real Estate Scholarship, 1994.

International Council of Shopping Centers Scholarship, 1993.

American Society of Real Estate Counselors Scholarship, 1993.

William M. Moore Denver Board of Realtors Scholarship, 1992.

Registered Colorado Appraiser

Licensed Colorado Real Estate Broker

Member of the Colorado Auctioneers Association (2008)

Licensed Te

Real Estate & Character References:

Dr. Mark Lee Levine,  
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Burns School of Real Estate & Const/Mgmt  
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