



J. MARK LARSON

Principal

**SPECIALIZATION
INVESTMENT
BROKERAGE
ORANGE, CALIFORNIA**

PROFILE

J. Mark Larson is Principal at Lee & Associates Orange office specializing in acquisitions, dispositions and advisory services for the private and public real estate investment market and a member of the Lee & Associates Group of Companies. Mr. Larson's expertise in strategically positioning properties for highest and best use, combined with in-depth knowledge of the active investors in the market, has earned him a loyal following of institutional, regional and individual owners. He has transacted more than 1,000 commercial property sales totaling in excess of 5 million square feet of space at a value of more than \$4 billion over the course of his career. Over the past nine years, he has averaged a closing every 20 days.

CAREER SUMMARY

A 40-year commercial real estate veteran, he specializes in the sale of investment properties oriented toward the private capital markets. Mr. Larson was also the founder of CBRE's Private Client Group and Grubb & Ellis' Private Capital Investment Group.

Notable Recent Transactions Include:

Client	Property Type	Consideration
The Irvine Company	Ground Lease Portfolio	\$360,760,000
Commerce Holding Company	Office	\$46,800,000
Lehman Bros.	Multi Family	\$30,050,000
AMB	Office	\$28,200,000
Lord Baltimore	Office	\$25,285,000
The Abbey Company	Industrial	\$21,000,000
Triple Net Properties	Office	\$19,650,000
William Lyon Company	Home Depot	\$17,900,000
John Saunders	Office	\$14,777,000
Carlyle Group	Retail	\$10,460,000
Scripps Medical Plaza	Medical	\$9,650,000
GDA Realty	Retail	\$8,825,000
Blue Rhino	Industrial	\$5,757,000
Shadow Hills Plaza	Retail	\$5,250,000
Schmid Investments	Office	\$5,075,000

EXPERIENCE

- 2008 to present: Lee & Associates Commercial Real Estate Services, Inc.
- 2003 - 2008: Grubb & Ellis
- 1979 - 2003: CBRE

EDUCATION

University of Southern California, B.S. - Business Administration and Marketing

COMMUNITY INVOLVEMENT

- Member, International Council of Shopping Centers (ICSC)
- Chairman, Board of Counselor-Athletics-University of Southern California
- Board of Governors-University of Southern California Alumni Association
- Past President, Board of Directors-Athletics-University of Southern California Board of Directors-Baptist Gardens
- Board of Directors-Newport Beach Sports Museum

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PARTIAL CLIENT LIST

- ▶ GE Capital
- ▶ Bixby Land Company
- ▶ William Lyon Company
- ▶ Sares Regis
- ▶ The Abbey Company
- ▶ Marino Investments
- ▶ Lord Baltimore Capital
- ▶ Carlyle Group
- ▶ O'Donnell Partners
- ▶ CT Realty
- ▶ Mark IV
- ▶ Bristol Group
- ▶ DGA Real Estate
- ▶ SDC Partners
- ▶ Dolphin Partners
- ▶ KBS Realty Advisors
- ▶ Essex Realty Management
- ▶ AMB