



LEADERS OF INFLUENCE

COMMERCIAL REAL ESTATE



Presented by



LEADERS OF INFLUENCE: COMMERCIAL REAL ESTATE



DAVIS CASE

ANALYST

Davis Case is an analyst with REDA assisting with the acquisition, financing, and construction of projects. Prior to joining REDA, Mr. Case worked for Aragon Holdings, a

multifamily investment fund, as well as the Structured Finance group for City National Bank. He holds a master's degree in real estate from Chapman University.

Real Estate Development Associates (REDA) is a diversified investment company that acquires and develops industrial and office properties in Southern California. Our strategy is designed to CREATE VALUE THROUGH TRANSFORMATION by focusing on targeted market opportunities where we can create the highest possible risk-adjusted returns.

- REDA capitalizes on our strong network and relationships.
- REDA underwrites the market in conjunction with the investment.
- REDA thoroughly analyzes the opportunity with sound investment fundamentals.
- REDA believes in "Staying under the Radar" when targeting opportunities.

<http://redallc.com>

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N. EDWARD COULSON

PROFESSOR OF ECONOMICS AND DIRECTOR OF RESEARCH IN THE CENTER FOR REAL ESTATE

N. Edward Coulson is a Professor of Economics at UCI's Paul Merage School of Business and serves in the school's

Center for Real Estate as Director of Research. In this capacity, Coulson advances the real estate program's agenda of excellence in teaching, research and professional outreach.

Coulson received a Bachelor of Science in Economics from the University of California, Riverside, and a PhD from UC San Diego, where he studied under the direction of Nobel Laureate Robert Engle. He previously served as professor of Economics and director of the Lied Institute for Real Estate Studies at the University of Nevada, Las Vegas. Prior to UNLV, he served as professor of Economics and King Faculty Fellow in Real Estate at The Pennsylvania State University where he had been a member of the faculty since 1984 and had received numerous outstanding teaching awards.

Among the many topics Professor Coulson has done research on are: the mismeasurement of rent in the Consumer Price Index, and its implications for macroeconomic policy; the bias in residential appraisals; the impact of homeownership on people's lives and neighborhoods; home prices; multifamily housing and its management; historic districts; the relationship between REITs and other asset markets; and many others. His co-edited book Energy Efficiency and the Future of Real Estate was published by Palgrave Press in 2017,

In addition to his extensive research, Coulson has served as co-editor of numerous journals and served as president of the American Real Estate and Urban Economics Association (AREUEA) in 2016.



COLBY DURNIN

FOUNDER AND CEO

Colby Durnin is the founder and CEO of CREDE (Commercial Real Estate Development Enterprises). Founded in 2001 while working with Oaktree Capital Management, Mr. Durnin and CREDE have been involved in the

development and redevelopment of more than 200 projects, including all asset classes, spanning 26 states and 5 countries. Prior to starting CREDE, Mr. Durnin was the Director of Special Projects for Urban Partners, worked at Keller CMS and was a founding partner of Vortex Construction and Vortex Development. He started his career working for Pacific Energy Management Company as an Owner's Representative in Baja California.

Mr. Durnin holds a BA from the University of San Diego and an MBA from the University of Hawaii; he is a licensed California, Nevada, and Texas Real Estate Broker. Mr. Durnin is a member of YPO and on the executive committee of their real estate network, a council member of the Urban Land Institute, ICSC, Team 100 Foundation, and is a Past President of the Avalon Tuna Club.

Mr. Durnin's projects have received various awards, including:

- Portland Business Journal – Transformer Award
- NAIOP 2018 Development of the year, 2nd place
- NAIOP Best of the Bay 2018 – Best Lease Transaction
- NAIOP Best of the Bay 2014 – Best Investment Transaction
- NAIOP Hawaii 2003 Commercial Renovation of the Year Award
- Builder Institute of America Hawaii 2003 Renovation of the Year Award

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JOE GOODMAN

SENIOR VICE PRESIDENT AND REGIONAL MANAGER

Joe Goodman currently serves as senior vice president and regional manager for Chicago Title Company, where he oversees the Company's National Commercial Operations (NCS) in California with Offices in San Francisco, Walnut Creek, San Jose, Los Angeles, Newport Beach, San Diego and Inland Empire. Goodman started his career in the title business right out of high school in 1975, sorting tax bills with Title Insurance and Trust Company. After working his way upward through the technical side of the business, he was employed by SAFECO Title Company in 1987, which was later acquired by Chicago Title. He began his role in management in 1993 and assumed his current responsibilities in 1996.

A true, personable leader, Goodman is the recipient of the FNF Top Performer Award for 20 of the 21 years with the FNF Family. He takes pride in offering unparalleled customer service and support while helping clients facilitate their complex real estate transactions. Goodman and his team consistently deliver quality and resourcefulness to customer transactions while maintaining the utmost professionalism. Goodman attended National University. He currently volunteers on the Executive Board for The Wonderseed Foundation and Miracle House Foundation, both 501c3 Non-Profit Foundations. He is an affiliate with multiple Industry Affiliations, such as NAIOP, SIOR. An avid outdoorsman, Goodman enjoys spending his time golfing, fishing, and snowboarding.



RON HOWARTH

SENIOR VICE PRESIDENT AND MANAGER

Title insurance veteran Ron Howarth began working in the industry over 36 years ago, after first being introduced to the field by his grandfather. Working from the ground up, Howarth delved into many facets of the title industry, enabling him to gain a well-rounded perspective on the business. He served as a searcher, examiner, and title officer early in his career, and later moved into sales, sales management, and then operational management. Howarth currently serves as senior vice president and manager of Commonwealth Land Title Company's National Commercial Services Division where he oversees a large operation throughout California and Arizona.

As an operations manager, Howarth works closely with both his sales staff and internal staff, whom he pushes to take on new challenges and to always remain client focused. He and his team thrive on relationships with new and core customers, remaining abreast of their needs and fine-tuning strategies to achieve their goals. Howarth is proud to work for Commonwealth and says, "as a company, we strive for excellence and growth... two qualities that I embrace."

Howarth was educated at the University of Phoenix, where he obtained his degree in Business Management. For seven years, he served on the Board of Directors for Sunwest Bank and has been affiliated with numerous real estate and philanthropic organizations over the years.



JASON KROTTS

CO-FOUNDER AND PRINCIPAL

Jason Krotts is the co-founder and principal of REDA. Since its formation, REDA has invested approximately \$492 million equity which equates to stabilized project value of approximately \$2 billion.

Prior to founding REDA, Mr. Krotts was a vice president of acquisition and development for Lowe, a nationally recognized real estate investment and development company based in Los Angeles. Mr. Krotts began his real estate career as a broker with CBRE, the world's largest globally integrated full-service commercial real estate company. During that time, he was a part of a team advising private and institutional developers and investors, completing building sales and leasing transactions in excess of 10 million square feet and approximately 2,000 acres of land.

Mr. Krotts holds a bachelor's degree from Chapman University. He also sits on the board of the Argyros School of Business and Economics Masters in Real Estate Development program at Chapman University.

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AN INTERVIEW WITH DON DUBOIS

Co-President of the West, Fidelity National Financial

How did you get started in the title insurance industry?

I began my career over 33 years ago in the low desert region, first as a builder services sales executive and later as a national commercial sales executive. I spent over 7 years in the field and later transitioned to managing one of our biggest business units, Fidelity National Title Commercial Services based out of Newport Beach.

Tell us about your current role as Co-President of Western Operations with Fidelity National Financial (FNF).

As Co-President of Western Operations, I manage over 44 profit centers covering a footprint of 9 Western states. Profit centers include both residential and commercial operations. In 2021, these operations were responsible for over \$2B in revenue, and over 640,000 transactions. My focus in my new role is to continue expanding revenue, contributing to increasing shareholder value, recruiting the best talent, and elevating our customer's experience through a mix of personal service and new and innovative technology offerings.

What is your favorite part about working for Fidelity National Financial?

There are many, but first and foremost is the people. I am honored and always humbled by the talent and professionalism of the people in our company. We have worked very hard to build a team of professionals that are the most talented, experienced, and knowledgeable in the industry. A close second is our company culture. FNF has a uniquely entrepreneurial culture that has been cultivated from the very beginning by Bill Foley and his approach to growth and empowerment. This culture offers an environment where our employees can grow, innovate, take risks, and succeed.

Fidelity National Financial is a leader in the industry, how is the company positioned to tackle a changing market condition and yet continue to lead?

Our mission has been and will continue to be client focused. This means that we must take a consultative approach with our residential and commercial clients, not just performing a service for them, but working with them to find solutions and provide protection in a way that meets their goals. We think about title insurance differently. We have an intimate knowledge of our client's needs and expectations, how they operate, and how best to be their title and settlement business partner. Our ability to advise and guide them gives us a unique competitive advantage. In addition, all our operations are focused on recruiting and training the best talent in the industry. We invest heavily in market intelligence and technology, which allows us to provide a better value-add for our clients.

We know the CRE market is facing some potential challenges, are there still opportunities?

There is no doubt that the residential and commercial real estate markets are experiencing volatility and change. This can be hard to cope with after a long period of growth. High-interest rates and continuous compression of cap rates are already resulting in a slowdown of activity and some price drops in various asset types; however, capital markets are still strong, and opportunities are still out there for the taking. Players with dry powder are anxious to deploy capital in the right places and like the many cycles we have seen before, we have always helped our customers find opportunities and navigate down markets. This cycle is no exception.

You are a very accomplished golfer, what parallels are there between golf and business?

Golf has been a blessing in my life. It provided me an opportunity to build and nurture great relationships with my clients, most of whom I call my friends. I have always believed that there are several parallels between golf and business, and life for that matter, that I can learn from. Both golf and business require a tremendous amount of focus, confidence, and hunger. You can't just go on the course every now and then and play good golf. You must want to be the best and must be willing to put in the effort to get there. Practice does not make perfect, it makes permanent. In business, there is no difference. If you want it, and I mean really want it, you will be willing to put in the work to improve every day.

Last but not least, something that the great Jack Nicklaus, said, "Don't be too proud to take lessons, I'm not". In business, as in golf, we all need to continue to learn and expand our horizons. Asking for help is not a sign of weakness, but rather a sign of strength.

You have a significant leadership role inside a FORTUNE 500® company, what advice would you give to other business leaders trying to grow their career and their businesses?

My leadership values are simple, I believe that you should lead from strength, build and inspire great teams with great talent, be transparent and accessible, embrace challenges and discomfort, and most of all, be genuine and honest.



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Our National Commercial Services teams facilitate the title requirements of our real estate customers, underwriting turnkey title solutions for commercial and industrial properties nationwide, from single sites to multifamily housing, as well as complex multi-site, multi-state transactions. We take pride in every customer's commercial real estate transaction ensuring they are managed efficiently, accurately, and with a personal touch.



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KYLE NELSON

PRESIDENT

With more than 30 years of experience in the construction and development industry, Kyle Nelson is the President/CEO for Riviera Building & Development, Inc. and started the company in 2004 after gaining invaluable experience working for other top companies in the industry. In his role with the company, he sets overall strategy for ongoing business, oversees all operations, and leads new business development efforts. Projects have been completed throughout the West Coast and in Hawaii. He has vast experience in both new construction and tenant improvements in all market sectors including hospitality, office, retail, custom residential, educational, healthcare and industrial.

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BARRY SAYWITZ

PRESIDENT

Barry Saywitz is a 33-year veteran of the commercial real estate industry in Orange County and was one of the pioneers of Tenant Representation in the OC. Mr. Saywitz runs the day-to-day operations of The Saywitz Company - a national commercial brokerage, consulting, management and construction company with corporate offices in Newport Beach. He has overseen transactions in all 50 states as well as throughout Canada and Mexico. The Saywitz Company is one of the largest and oldest privately held commercial real estate companies in OC. In 1996, Mr. Saywitz Founded The CORE Network, an organization of independently owned real estate brokerage companies and grew that organization to encompass more than 100 affiliates worldwide, which remains one of the world's largest real estate brokerage organizations. In 1999 he founded Saywitz Properties which today owns, manages and operates its own portfolio of 100 multi-family, office, industrial and retail properties throughout Southern California.

The Saywitz Company and Mr. Saywitz actively support more than 90 charities and non-profit organizations for all types of charitable causes including education, health and medical related, inclusion, military and religious causes. He has raised millions of dollars for various charities through his direct fundraising efforts. Mr. Saywitz is also an accomplished speaker and writer and speaks on numerous real estate panels, and has written countless articles on a variety of real estate topics. He is also the host of Let's Talk Real Estate with Barry Saywitz a weekly live radio/podcast on OC Talk Radio from the Campus of UCI. He has hosted some of the most well-known names in real estate, construction, finance as well as political dignitaries.

Mr. Saywitz can be reached at bsaywitz@saywitz.com.



PERRY S. SCHONFELD

PRINCIPAL AND CHIEF OPERATING OFFICER

Mr. Schonfeld is the principal and chief operating officer for LBA and has over 40 years of experience in the financial and commercial real estate industries. Since joining LBA in 1997, he has evolved into overseeing the overall operations of the company and currently serves on LBA's Investment Committee. Prior to joining LBA, Mr. Schonfeld was an associate director for Cushman & Wakefield of California, Inc., handling both asset and property management services for the Southern California region. Mr. Schonfeld has been as a member of BOMA Orange County since 1997 and is a past President of the Orange County chapter. Mr. Schonfeld has also served on the BOMA International Executive Committee from 2007 to 2011 and as Chair of the BOMA International Nominating Committee from 2014-2015 and currently a BOMA Fellow as well as a member of the National Advisory Council. He also is a Committee Member of the Real Estate Roundtable, an Advisory Board Member of the Boys & Girls Club of Capistrano Valley, and the Los Angeles Sports and Entertainment Commission.

Mr. Schonfeld holds a Master's in Business Administration degree from the University of California, Los Angeles, and a B.S. degree in Accounting from State University of New York at Buffalo and is a Certified Public Accountant.

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The program solidified that I’m in the right position for my skill set within the umbrella of commercial real estate.”

— ISABELLA ZELINGER, MSRE '22

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CHRIS SMITH

SENIOR VICE PRESIDENT AND
OPERATION MANAGER

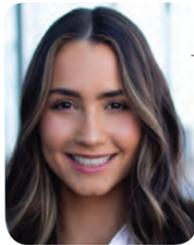
Chris Smith serves as the senior vice president and operation manager for Fidelity National Title National Commercial Services (NCS). He oversees commercial operations throughout California and helps facilitate transactions for both local and national clients. With over 20 years in the industry, Smith brings a wealth of expertise to his role and is supported by a team of knowledgeable title, escrow, underwriting, and due diligence professionals. His leadership philosophy consists of five key points: teamwork, attitude, hard work, integrity, and having fun.

The Fidelity NCS California team Smith oversees is uniquely positioned to partner with small and large enterprises to expedite complex transactions, including multi-site, multi-state, and even international dealings. The team offers a single point of contact for your transaction, and unparalleled services in title, escrow, closing and post-closing, electronic document delivery and recording, tax-deferred property exchanges, UCCPlus, and more. They are a team dedicated to serving the needs and alleviating the concerns of their customers, closing each transaction with the utmost care and transparency.

Learn more at www.fntnccs.com.



PANATTONI



DANI TAYLOR

FINANCIAL ANALYST

As a self-starter, I enjoy motivating and leading those with similar interests in creating innovative ways to provide better services, or products to the public. I'm genuinely good at listening which has assisted in establishing my excellent leadership skills. My goal is to learn and develop the skill set needed to pursue a career in Real Estate Development, all the while continuing my philanthropic passion. I recently obtained a Master of Science in Real Estate from my alma mater, Chapman University, where I earned a BS in Business Administration. Shortly after, I joined Panattoni Development Company as a Financial Analyst in Newport Beach, CA.

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ISABELLA ZELINGER

TENANT REPRESENTATIVE
AND SENIOR ADVISOR

Isabella Zelinger is a tenant representative and senior advisor for Cresa, the largest occupier-only commercial real estate firm. She is a Los Angeles native but not new to Orange County, as she went to Chapman University where she got her undergraduate in Business Administration and most recently her Master's of Science in Real Estate this past May. Go Panthers! She is a highly motivated real estate consultant that leads with authenticity and follows through with a strong work ethic. Her specialty is consultant tenants in office, industrial, and life sciences.

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DAN BLACKWELL

MULTIFAMILY

Dan Blackwell has specialized in Multifamily Investment Sales since 2008 and currently leads the Greater Orange County Multifamily Investment Sales division for CBRE. He and his team have closed over \$1.4 billion in multifamily property sales – 400 transactions and growing.

Blackwell and his Multifamily Investment Sales team are considered to be the premier investment brokerage sales and marketing team in Southern California. The team is committed to helping investors who are acquiring, renovating, financing, selling, or looking to 1031 exchange multifamily assets.

Currently, the team is comprised of 16 multifamily professionals consisting of agents, marketing specialists, analyst, transaction manager and additional staff to support the transactions and client needs. Each team member has a common objective: to take care of clients, operate with integrity and work harder than anyone else. Blackwell and his team are dedicated to adding value to their clients, so they make the most prudent business decisions with their multifamily properties. Blackwell believes that an investor's interests are best represented through a relationship founded on trust and strengthened by longevity.

Blackwell is frequently quoted in the media about his thoughts on multifamily real estate trends and his recent transactions. His YouTube videos and on-camera guest interviews offer investors critical information and insights to help them become better multifamily investors, owners and managers.

Blackwell is a member of the National Association of Realtors (NAR), Certified Commercial Investment Member (CCIM), Apartment Association of Orange County (AAOC) and Apartment Association, California Southern Cities (AACSC).

2023 Charity Event Guide

First Calendar Listing Free!

The Charity Event Guide is the annual resource highlighting the top five charity events of 2022 (by net revenue) in five categories, and a look ahead to the Orange County charity events planned for 2023.

- Showcases the top five fundraising dinner/galas, luncheons, breakfasts, golf events, and walk/runs from 2022
- 2023 calendar & descriptions of OC charitable events by month PLUS calendar access on www.ocbj.com with link to your website
- Reach a philanthropic group of affluent and influential leaders in OC - average household income of \$748,000 (6x the county average)!

To submit your 2022 event for our "Top 5 Events" feature, visit https://cbj.formstack.com/forms/ocbj_2022_top_5_event_form

To list your 2023 event(s) on the calendar, visit

https://cbj.formstack.com/forms/2023_oc_charity_event_guide_registration



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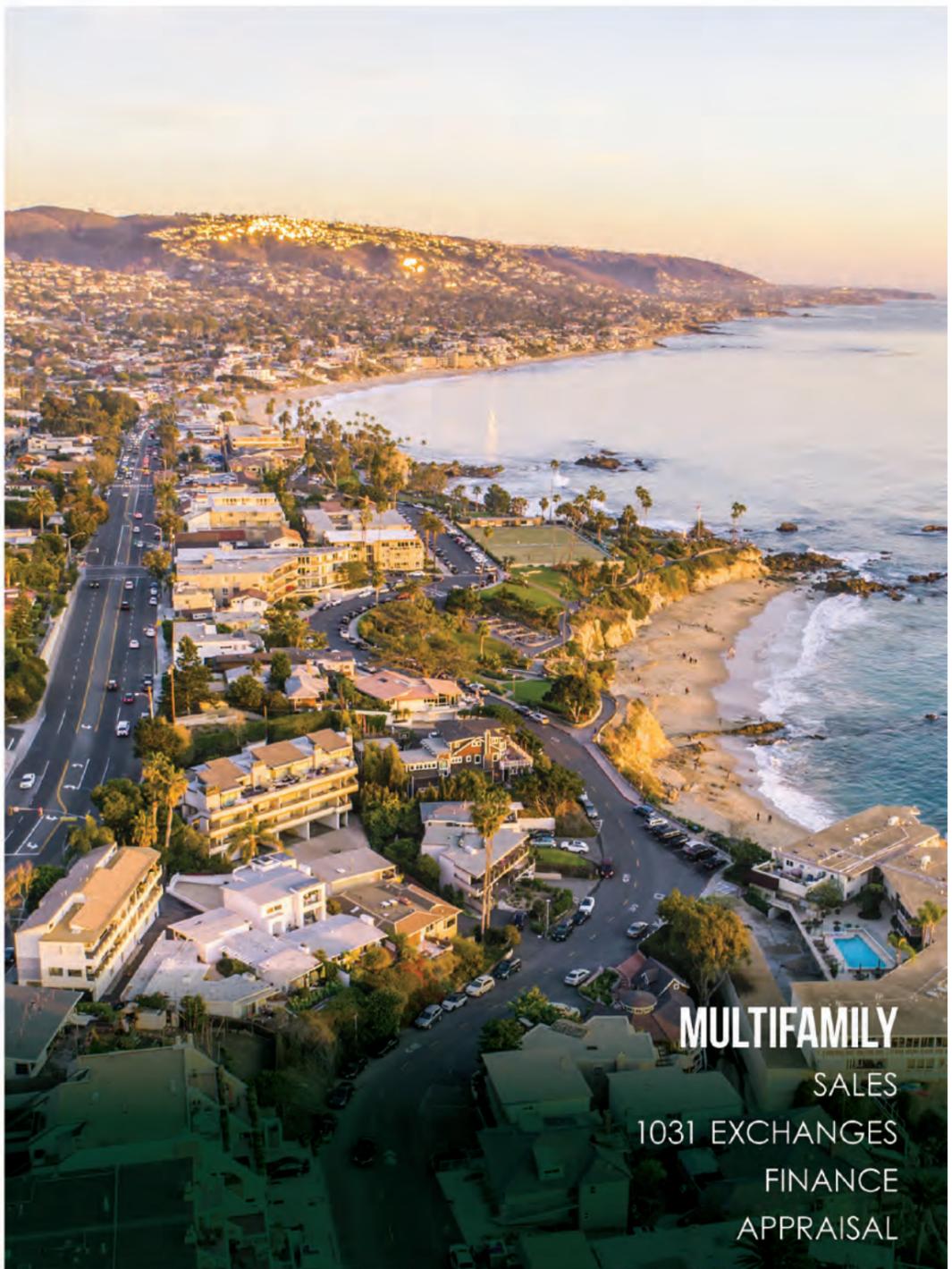
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