

ROBERT E. GERACE

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EDUCATION

University of Southern California, Marshall School of Business

Master of Business Administration: Finance

Los Angeles, CA

May 2003

California State University, Northridge

Bachelor of Science: Applied Mathematics

Northridge, CA

May 1987

EXPERIENCE

Gerace & Associates, Inc. www.geraceassociates.com

President/Owner

Thousand Oaks, CA

2004 – present

Gerace & Associates, Inc. is a full service Due Diligence Advisory Firm providing solutions to commercial property purchasers.

- Guide individuals, corporations, institutions and other entities through the process of acquiring commercial property.
- Provide lease abstracting services, CAM analysis, evaluation of property taxes and insurance, review of historical sales and coverage rent, evaluation of aging reports, financial modeling, income verification and expense evaluation and other services.
- Generated over \$700,000,000 in property value engagements from 2005 to 2011.

Urban Development Organization, Ltd. www.udorealestate.com

Commercial Real Estate, Director of Acquisitions

Pacific Palisades, CA

1998 - 2004

Manage shopping center acquisition, disposition and financing activities in addition to key asset management decisions. Doubled size of firm's portfolio within a 2-year period.

- Locate shopping centers for acquisition. Manage due diligence process, including contract negotiations, financial modeling, feasibility, market studies, void analyses, demographic studies and environmental conditions.
- Negotiate and structure purchase-money financing, refinancing, construction financing and equity financing.
- Advise and prepare company business plan, asset management strategies and private placement memorandum.
- Advise and orchestrate company buy-sell-hold decisions. Establish and maintain broker and vendor network.
- Prepared and presented 10-week commercial real estate training program to firm employees.

Marcus & Millichap, Inc. www.marcusmillichap.com

Commercial Real Estate Investment Brokerage

Encino, CA

1990 - 1997

Represented principals and financial institutions in the purchase and sale of over \$250,000,000 of shopping center, office building and apartment properties throughout the western United States.

- Structure, negotiate and document the purchase and sale of investment properties.
- Prospect and cold call commercial property owners; prepare and present listing proposals.
- Conduct slide and PowerPoint presentations; utilize newspaper, brochure and newsletter advertising.
- Create and maintain computer database and contact management solutions to organize clients and properties.

Glenfed Realty Investments Corporation

Property Management Accounting

Burbank, CA

1984 - 1987

- Manage operation of cash basis general ledger system.
- Prepare monthly and annual financial reports.
- Coordinate preparation of annual fiscal budgets.

MAJOR CLIENTS (partial list)

- NATIXIS Real Estate Capital Inc.
- Principal Mutual Life Insurance Co.
- NorthMarq Capital, Inc.
- Countrywide Commercial Real Estate Finance.
- Cohen Financial.
- Jones Lang LaSalle Americas, Inc.

HONORS

- Dean's Honor List, University of Southern California (2002 and 2003).

LICENSES / ORGANIZATIONS

- CFA Charter Candidate (June 2004).
- USC Finance Club (2001, 2002 and 2003).
- International Council of Shopping Centers.
- Association of Corporate Real Estate Executives (ACRE).

REFERENCES

- Provided upon request.