

The High Stakes
World of Corporate
Office Space

Preserving History
With Adaptive
Reuse Projects

Commercial Property
Up, Housing Down
In Orange County

Real Estate

SOUTHERN CALIFORNIA

A Real Estate Media Publication

March 2007



Young Professionals On the Rise

RESOCAL Spotlights 30 Under 30

PAGE 21



Jeffrey Welch, 29

Director, Cushman & Wakefield

From January 2004 to January of 2006, Welch has completed 75 transactions with a combined value of \$296 million and 1.8 million sf. These transactions include the 315,000-sf City National Bank transaction in Downtown Los Angeles and the landmark lease restructure and sale of 400 S. Hope St on behalf of O'Melveny & Myers – a longtime client of Welch for which he's completed more than 1.1 million sf of transactions since 2000. He has represented this firm throughout the United States, as well as in London, Brussels, Tokyo, Shanghai, Beijing and Hong Kong. Welch has been a member of Cushman's President's Circle for the past two years, has participated in the Achievement Conference for top brokers and is a charter member of the Emerging Broker Training program, where he is one of three brokers selected to set the curriculum. Welch is also a board member of USC's Marshall Partners.



Eric P. Wohl, 26

Vice President, Hanley Brown Group

Wohl specializes in representing clients in the acquisition and disposition of shopping centers, mixed-use properties and NNN Investments in Southern California,

with more than \$200 million in deals to his credit. Some of his notable deals include the \$25.1-million Bristol Place in Santa Ana; the \$16.6-million Southwood Village in Torrance; and the \$14.3-million Oaktree Village in Mission Viejo, to name a few. In 2006 Wohl earned the Top Performer award at Hanley Brown Group and in 2004 he was a Top 10 Broker at Marcus & Millichap, Newport Beach Office, when he was also a candidate for the firm's National Rookie of the Year. Wohl is a candidate to become a Certified Commercial Investment Member (CCIM) and has a professional affiliation with the International Council of Shopping Centers.

Lindsay Woodward, 28

Vice President, City National Bank


In her five years in commercial real estate, Woodward has closed more than \$125 million in new loan transactions, including a \$50-million loan for the construction of a 442,691-sf power center in the City of Compton, which required negotiations with the tenant, redevelopment agency, the borrower and outside counsel. Along with being a member of NAIOP and ICSC, Woodward supports many charitable organizations. She is on the junior board of directors for Mattel Children's Hospital at UCLA, serves as a reading volunteer with the Wonder of Reading program and is active with the Salvation Army Food Bank. —SOCAL



Josh Kane

The Apartment Specialists recognize Josh Kane for being selected as one of Real Estate Southern California's *30 Under 30*

CONGRATULATIONS





THE APARTMENT SPECIALISTS **800-4MY-1031**
WWW.THEAPARTMENTSPECIALISTS.COM

Representing the Next Generation of

influence.

CBRE Congratulates

Grant Ross 2006 Rookie of the Year
Michael Day 2005 Rookie of the Year

On Being Listed in
Real Estate Southern California's
"Top 30 Under 30"

CBRE
CB RICHARD ELLIS

4141 Inland Empire Boulevard | Suite 100 | Ontario, California 91764
T 909.418.2000 F 909.418.2100 | www.cbre.com/ontario