

PETER BEAUCHAMP

Senior Vice President, Shareholder

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Peter Beauchamp represents a wide variety of clients in the marketing and disposition of commercial assets throughout the western region of the US. As an expert strategist and Transactional Advisor with a deep understanding of capital markets, Peter is regularly referred assignments by the industry's most respected financial institutions, private equity funds, special servicers, receivers and attorneys to formulate and execute sales marketing plans to optimize value.

Beauchamp also leads transaction teams responsible for underwriting, valuing and negotiating for the acquisition and/or dispositions of real estate secured loans sold by banks, insurance, finance companies, loan servicers, and/or designated advisors. His team has also been involved in an ongoing Valuation & Consulting assignment for one of the nation's largest special servicers on a significant portfolio (\pm \$500M) of small balance commercial properties comprised of varying property types.

Other recent assignments include marketing and liquidation of multiple portfolios, associated SBLC lending license involving the federal court-appointed receiver, SEC and the SBA.

Beginning his career in the mid-1990s, Peter was involved in the marketing and disposition of real estate assets for the RTC/FDIC, opportunity funds and various regional and national lending institutions. During this period, Peter successfully transacted in-excess of 250 commercial properties across all asset classes throughout California and several other

Western States. He was also involved in the Consulting, Valuation, acquisition and disposition of various real estate secured debt portfolios (\pm \$750M book value) for both institutional and private clients. Peter's market knowledge, expertise, work ethic and broad network within the real estate industry has fostered long-term trusted relationships with his clients.

EDUCATION

Bachelors in Real Estate Finance from the CSUF College of Business & Economics

PUBLICATIONS

"Owner Development Roundtable", Trigild Leader Conference Speaker, San Diego, CA

"Auction or Brokers: The Best Way to Dispose of Property", CREF High Yield Debt Investment Conference Speaker, Santa Monica, CA

"Opportunities With The FDIC, SBA and Fannie", CRE Distressed Investment Summit West Speaker, Los Angeles, CA

PROFESSIONAL AFFILIATIONS

United States Naval Reserve (1986 - 1994)

Certified Commercial Investment Member (CCIM) since 1996

National Association of Industrial and Office Properties (NAIOP)

Commercial Real Estate Finance Council (CREFC)

SELECT CLIENT LIST

CW Capital

Directed Capital

FDIC

First Citizens Bank

KeyBank Real Estate Capital

LNR Partners

Midland Loan Servicing

National Loan Acquisition Co.

Pacific Premier Bank, FSB

Small Business Administration (SBA)

State Farm

Trigild

Trimont Real Estate Advisors

Waterfall Asset Management

Wells Fargo/CMS Servicing

Western Alliance Bank