



STEPHAN KTORZA

Senior Vice President

Stephan Ktorza is a senior vice president at Kidder Mathews, focusing on industrial sales and leases. Prior to joining Kidder Mathews, Stephan was a Senior Associate with Heger Industrial. With over 15 years of experience, Stephan has had the distinction of successfully selling and leasing real estate in both Los Angeles and abroad in Europe.

Stephan began his career in 1993 when he joined BNP Paribas Lease Group in 1994, serving as a Financial Leasing Officer in financing the investments of capital goods leased by major businesses.

In 1998, Stephan joined Kaufman & Broad's European branch office in Paris as a Senior Sales Associate. At K&B, he spearheaded the brokerage activities in several cities - Paris, Lyon, Marseille, and Bordeaux. During his five year tenure there, Stephan consistently achieved the highest levels of performance, receiving numerous awards.

Finally in 2004, Stephan decided to make a long time dream a reality by relocating to Los Angeles, California to begin his real estate career. After successfully becoming a real estate broker, Stephan joined Heger Industrial in 2006. Since that time, Stephan has represented various tenants and landlords in the leasing, disposition and acquisition of industrial and commercial properties.

Stephan focuses exclusively on business in the downtown Los Angeles, East Los Angeles, and City of Commerce, areas where he commands superior knowledge of the marketplace. Stephan's ability to understand the implications of a transaction for all parties involved enables him to develop effective negotiating strategies and value-added opportunities on behalf of his clients and their real estate portfolios. His extensive background is uniquely suited to his continued philosophy of aggressively pursuing business opportunities via face-to-face contact with the business community.

He is active in the community as a member of the Jewish Federation of Greater Los Angeles-Real Estate and Construction Division, and the French American Chamber of Commerce.

EDUCATION

BA of Arts in Economics, University of Cergy Pontoise, Paris, France



T 213.225.7225

C 310.909.6409

LIC N° 01758299

stephan.ktorza@kidder.com

601 S Figueroa St

Suite 2700

Los Angeles, CA 90017