

FOUY L. LY

Senior Vice President, Shareholder

T 949.557.5012
C 714.906.3705
fouy.ly@kidder.com
LIC N° 01223864



Fouy L. Ly serves as senior vice president for Kidder Mathews, specializing in retail, office, and industrial properties. With over 25 years of commercial real estate experience, Fouy has closed over \$2.5 billion in investment real estate transactions.

Fouy attributes his success to hard work and a client focused business model. He believes in taking care of his clients and putting their interest above his own. His dedication for delivering value has enabled him to consistently list and close transactions.

Prior to joining Kidder Mathews, Fouy was a senior director at Cushman & Wakefield, and previously was at Sperry Van Ness. Before pursuing his commercial real estate career, Fouy managed and operated numerous restaurants, gaining valuable marketing and sales experience. This extensive background helped Fouy lay the foundation for his success in the commercial real estate industry. Fouy's recent transactions include, the sale of Qualcomm Building in San Diego, Murrieta Center East in Murrieta, The Plaza in Huntington Beach, Orange Tree Marketplace in Redlands, Pico Rivera Marketplace in Pico Rivera, Samantha Marketplace in Moreno Valley, Town Center in Signal Hill, Food 4 Less in Hawaiian Gardens, Otay Mesa Land in San Diego, County of San Bernardino office buildings in Ontario, Triangle Square in Costa Mesa and a Wal-Mart portfolio encompassing 20 states.

Fouy is a member of the Orange County chapter of the Chinese Association. Through the organization, he has been involved with several fund raisers and community projects such as raising money for schools and senior housing, as well as participating in food drives to help the community. Fouy's broad and current real estate experience enables him to provide his clients with valuable direction, a professionally managed process, and effective results.

REPRESENTATIVE TRANSACTIONS

Since 1999, Fouy has listed and sold single and multi-tenant commercial investment properties totaling over \$2.5 billion. A brief summary of some of these transactions follows:

\$95.7M	Shops to Walmart portfolio, multiple locations, 20 states
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\$46.5M	Triangle Square, Costa Mesa, CA
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EDUCATION

BA in finance, California
State University,
Fullerton

REPRESENTATIVE TRANSACTIONS CONTINUED

\$88M	Carmenita Industrial, Cerritos, CA
\$19M	The Village, Newport Beach, CA
\$15.5M	7 Corporate, Irvine, CA
\$17.25	Mira Oberlin Plaza, San Diego, CA
\$12.1	Dana Plaza, Lake Forest, CA
\$7.3	Tustin Auto, Santa Ana, CA
\$36.2M	The Plaza, Huntington Beach, CA
\$30.6M	Pico Rivera Plaza, Pico Rivera, CA
\$30.1M	Kaonoulu Industrial Park, Kihei, HI
\$26.6M	Orange Tree Marketplace, Redlands, CA
\$24.9M	Qualcomm Building, San Diego, CA
\$23.3M	Rock Creek Pizza, Auburn, CA
\$18.8M	Montclair Entertainment Plaza, Montclair, CA
\$18.6M	Town Center West, Signal Hills, CA
\$18M	County of San Bernardino office buildings, Ontario, CA
\$17M	Samantha Marketplace, Moreno Valley, CA
\$15.1M	Single tenant NNN Hobby Lobby, Laguna Niguel, CA
\$14.6M	Centerpointe Shopping Center, Colton, CA
\$14M	Food 4 Less, Hawaii Gardens, CA
\$12M	Samantha Courtyard, West Covina, CA
\$11.8M	La Plumas Plaza, Oroville, CA
\$11.6M	Bally Total Fitness, Montclair, CA
\$9.6M	Murrieta Town Center, Murrieta, CA
\$8.8M	Trabucco Marketplace, Trabuco Canyon, CA
\$7.8M	Santa Fe Springs, Santa Fe Springs, CA
\$7.6M	Former Mervyn's, Laguna Niguel, CA
\$7M	Downey Center, Downey, CA
\$7M	Ontario Offices, Ontario, CA
\$6.9M	Long Beach Retail, Long Beach, CA
\$6.5M	Mission Viejo Office, Mission Viejo, CA
\$6M	Otay Mesa Land, San Diego, CA
\$6M	Montclair Center, Montclair, CA
\$5.7M	Yorba Linda Retail, Yorba Linda, CA
\$6.0M	Sav-on Drugs Store, Pomona, CA