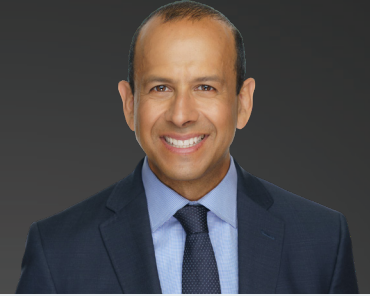


JAY MARTINEZ

Senior Vice President

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Jay Martinez is senior vice president specializing in investment sales at Kidder Mathews, a full service commercial real estate company. He specializes in exclusive Seller representation of investments and development sites throughout the country.

Mr. Martinez's focus on properties in the range of \$3 million-\$30 million has earned him a loyal following among sagacious investors, syndicators to novice owner-users. All clients have come to rely on his unmatched work ethic, negotiation skills, and recession proof track record. He has closed hundreds of sale transactions over the past two decades. Mr. Martinez has a disciplined niche and has developed a reputation in being retained as an exclusive agent by sellers. Leveraging his plethora of knowledge, he has evolved into a trusted advisor. His creation and preservation of wealth has become his core competency. Since he began his career, Mr. Martinez has successfully completed more than \$775 million worth of transactions.

CAREER HISTORY

In 2004, Jay Martinez joined Marcus & Millichap Investment Brokerage in Downtown Los Angeles. His first year at the firm, he earned "Rookie of the Year". Rising through the rankings in the first chapter of his brokerage career, he made prudent adjustments to his business. Mr. Martinez decided to reinvigorate his approach after the Great Recession, focusing on retail, industrial and development sites.

After five well accomplished years at Marcus & Millichap, Mr. Martinez elected to join Lee & Associates as principal to the firm. His full year he was inducted into the "President's Circle of Excellent" and awarded "Principal of the Year". He was named one of the Top 5 Performers at Lee & Associates throughout his tenure with the firm. In 2012, Jay Martinez became the broker of record and co-founder of Hudson Commercial Partners. For almost a decade, Hudson Partners had a significant market share and presence throughout Los Angeles, prior to its absorption from Kidder Mathews Century City.

Today, Mr. Martinez has cultivated long-term relationships with many of his clients; He actively participates in partnerships with clients in purchasing non-performing notes and distressed properties. Moreover, Mr. Martinez holds a General Contractor Class B License, which added to his resume for his personal construction endeavors and it has enhanced his brokerage skills tremendously.

EDUCATION

BS from University of Southern California, Real Estate and Finance

SELECT CLIENT LIST

- CIM Group
- Lowe's Home Improvement
- 4M Investments
- Jamison Properties
- Drollinger Properties
- Boston Private Bank
- Weisman Development
- Champion Development
- Golbari Properties
- ESI Enterprises
- Stuho Student Housing
- Sandstone Capital
- Joey Bishop Estate

AFFILIATIONS

- Urban Land Institute, member
- National Association of Industrial and Office Properties, member
- USC Latino Alumni Association Scholarship Board, member
- International Council of Shopping Centers, member