

JIM NEIL

Executive Vice President,
Shareholder

T 858.369.3083
C 844.269.7148
jim.neil@kidder.com
LIC N° 01352736



Jim Neil has been active in the multi-housing industry for over 20 years.

Since 2003, Jim has been principally involved in the sale of more than \$2 billion in multifamily transactions throughout San Diego County and Southern California.

Prior to joining Kidder Mathews, Jim Neil was with CBRE for 15 years and was consistently a top performing broker. Jim also spent five years as the chief financial officer for Southwest Affordable Housing, where he was responsible for the acquisition, financing renovations, and operations of numerous conventional and low-income multi-housing properties in San Diego and San Bernardino counties. Additionally, Jim served as chief financial officer for 21st Century Oil, Inc., where he was responsible for planning and negotiating the acquisition and financing of gas stations and convenience stores throughout Southern California.

Focusing on representing sellers for apartment properties ranging from 10 to 200 units throughout San Diego County, Jim adds value for his clients by maximizing the operations of their buildings, irrespective of whether they are planning to buy or sell. Jim accomplishes transactions to meet clients' tax and cash-return requirements.

Jim and the San Diego multifamily investments group specialize in helping owners add value by navigating the land entitlement process on their behalf. Their relationships with city staff and government officials, as well as engineers, architects, and consultants, ensures that projects are given efficient and thoughtful consideration.

EDUCATION

Jim has a Master of Business Administration degree from the University of Southern California and a Bachelor degree in Real Estate from San Diego State University.

SELECT CLIENT LIST

Intergulf

City of San Diego,
Housing Commission

Community
HousingWorks

Floit Properties

Independence Bank

John Jaffe Company

Jonathan Segal

KirE Builders

Klingbeil Capital
Management

Mabie & Mintz

OneWest Bank

Pacifica Companies

San Diego State
University/ Aztec Shops

Wells Fargo Bank

ACHIEVEMENTS

Licensed Broker - California Department of Real Estate

Master of Business Administration, University of Southern California

San Diego Commercial Realtors Assoc. "Deal Maker of the Year" Award, 2007

CBRE "Emerging Leaders" Program 2007

Member, Building Industry Association

Member, San Diego Housing Federation

Director, Southern California Housing Collaborative

Assistant Scout Master, Del Mar Troop 713

Member, Lambda Alpha International, Land Economics Society

NOTABLE RECENT TRANSACTIONS

\$40.8MM	102 Units	Villas at Carlsbad
\$67MM	192 Units	Residence Inn Mission Valley
\$39.5MM	144 Units	Residence Inn Kearny Mesa
\$29.8MM	128 Units	Casa Antigua
\$16MM	101 Units	Pine View
\$56.6MM	172 Units	Parc One @ Santee
\$20.0MM	90 Units	Terra at Mission Trails
\$52.4MM	266 Units	Klingbeil Portfolio
\$40.5MM	66 Units	Bluewater Crossing
\$14.7MM	15 Units + Retail	Lofts at Moonlight Beach
\$49.3MM	168 Units	Palms of Carmel Valley
UNDISCLOSED	195 Units	Point Loma Towers
\$20.45MM	116 Units	Canyon Pointe