



JON F. WALTERS

Senior Vice President, Office Properties and Educational Facilities

Since 1984, Jon has specialized in brokerage and consulting services for office buildings and educational facilities primarily in North San Diego County. These services include representation in acquisitions, dispositions, and lease transactions. In the past 20 years, Jon has assisted several California charter schools locate facilities and assisted negotiations for the expansion of their campuses as these schools have flourished.

Jon has also worked in office/commercial property development and leasing and sales for 38 years. He has provided transactional services for a range of clients. These clients have included Fortune 500 firms, institutional real estate investment companies, and private partnerships.

His work with these clients has included project design, marketing, acquisition/disposition, and relocation services for national and local companies. Jon has completed more than 1,500 commercial real estate assignments with a total consideration in excess of \$1 billion dollars.

EDUCATION

BACHELOR OF SCIENCE, University of California, Davis, 1982

CORPORATE OFFICER LICENSE, California Real Estate Broker

AFFILIATIONS & MEMBERSHIPS

NAIOP National Association of Industrial and Office Properties

COMMERCIAL PROPERTY EXPERTISE

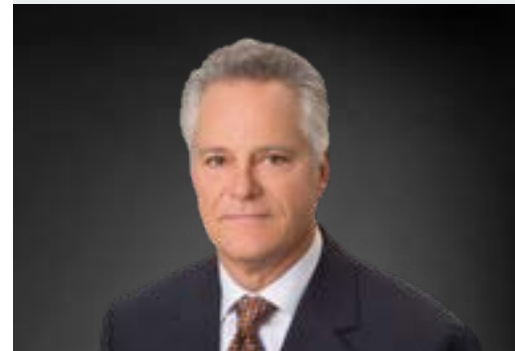
Office Occupier/Tenant Representation Services

Educational Facilities/Lease and Sale Representation Services

Property Marketing and Listing Services

Investment Services/Capital Markets

Development Consultation



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