





Joseph Faulkner

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Scope of Responsibilities

Joseph Faulkner manages NAI Capital's Downtown Los Angeles and Pasadena offices. Faulkner has more than 30 years of expertise in providing tenant representation and corporate advisory services.

Background & Experience

Having spent his entire career in commercial real estate, Faulkner has extensive experience advising American corporations on domestic and international facility and location strategy. He worked with Reliance Steel & Aluminum on its corporate headquarters move from a small historical base to the top two floors of a prominent office building in the Western United States. He advised Computer Sciences on their consolidation of several offices into two larger locations in London.

Faulkner previously served as Senior Vice President with CRESA where he exclusively represented tenants on their space needs. Faulkner founded his own firm with international partners in the 1980s and 1990s. In 1996, he was hired by Trammell Crow Company and grew their portfolio to 1.6M square feet of listings in Downtown Los Angeles. He was recruited in 1998 by Grubb & Ellis to oversee brokerage operations for two offices in Los Angeles, providing full service commercial and industrial real estate services. From 2002 to 2008, Faulkner served as Executive Vice President at Charles Dunn Company, helping to lead it to one of the most profitable years in its history.

Professional Affiliations & Designations

Faulkner is a dedicated leader in the commercial real estate business community. Faulkner is an active board member of the A.I.R and Los Angeles Headquarters Association where he works to bring together top business leaders to help shape Los Angeles and continually drive its future. He has served as past president for both of those organizations as well as chapter president of the SIOR.

Educational Background

Joseph Faulkner graduated from the University of Southern California with a degree in Business Administration and Finance.