

**Bill Kiefer, SIOR**

Executive Managing Director
NAI Capital - Ventura County

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Scope of Responsibilities

Exceptional commercial real estate advisory services: Office, Investments, Development, Tenant Advisory Services & Landlord Representation. Expertise in strategic planning, valuation, acquisition, disposition, and multi-market marketing. Exclusive client representation for corporate relocation (lease, acquisitions and build-to-suits). Leadership Coordinator for the most prominent corporate properties in Ventura County, California – 1.5 million SF. Market Coordinator - C III business activities in Southern California - CMBS loan servicing, asset valuation & investment property disposition.

NAI Global Leadership Board Member.

Background & Experience

NAI Capital Commercial, Inc. - Corporate Leadership Team; Top Producers Club, Past Broker of the Year.

Grubb & Ellis Company - Circle of Excellence (Top 50 brokers nation-wide)

Professional Affiliations & Designations

California State University Channel Islands (Business Advisory Counsel; Past Chair); NAIOP Southern California; Pacific Coast Business Times - "Who's Who in Commercial Real Estate;" Society of Industrial & Office Realtors® (SIOR) - Counsel of Presidents & Past LA/So Cal President; University of California Santa Barbara - Economic Forecast Project (prior board member); Ventura County Community College District (Citizens Bond Oversight Committee; Past Chair); Ventura County Taxpayers Association (Past Chair); NAI Capital - Corporate Leadership Team (275 associates), Tenant Consulting Group & Investment Services Group.

Educational Background

University of Southern California - Bachelor of Science, School of Business, Real Estate and Finance.

California Department of Real Estate, Brokers License.

Society of Industrial & Office Realtors® (SIOR).

Significant Transactions

Successful Transactions: American Commercial Bank; American Youth Soccer Organization HQ's; Arden Realty; Bedford Property Investors; C-III Asset Management; California State University Channel Islands; Charles Schwab; Chevron USA; Chicago Title; City National Bank; Coldwell Banker/NRT; County of Ventura; DeVry University; Dignity Health/CHW; Dole Foods Co.; Equity Office Properties; Fidelity Title; AJ Gallagher; General Services Administration (GSA); Gold Coast Health Plan; Hines; ITT Educational Services; John Hancock Insurance; Kajima Development; Kilroy Realty; Kinko's; MF Daily Corp; Montecito Bank & Trust; Morgan Stanley/Dean Witter; National University; Northrop Grumman; Pardee Construction Co; Patagonia/Lost Arrow; Rabobank; Salem Communications; Sares•Regis Group (Sammis Co.); Silagi Development; Tetra Tech; Tolman & Wiker Insurance; Topa Management (John E. Anderson); Union Bank; University of LaVerne; U.S. Congress District Office; Ventura County Business Bank; Ventura County Community College District; Ventura Unified School District, Verizon (GTE); Wells Fargo Bank.