



Mario Alvarez

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Scope of Responsibilities

Commercial Real Estate

Background & Experience

Investment Sales - Acquisition and Disposition

Grocery and Drug Anchored Shopping Centers, Community Centers, Single Tenant Mutli-Family Apartments, Single Tenant Triple Net Leased Investments, Fixed Base Operation (FBO - private airport), and Land Holdings. Consult executive teams on acquisitions and dispositions, due diligence review including pro forma assumptions for new investments, leases, purchase and sales contracts, present and future loan requirements, new marketing and merchandising strategies, and cash flow analysis.

Development Consulting

Pro forma analysis, feasibility study, construction management, team managing and structuring (eg. property managers, leasing brokerage teams, general contractors, architects, legal team, and operations staff). Financial and cash flow management, budgeting, forecasting, loan administration, legal administration, property management oversight, and lease administration.

Leasing - Landlord and Tenant Representation

Retail occupier services included retailer representation, project management, and portfolio optimization. Corporate services included lease administration, facilities management, and full consumer profiling. Property services included leasing both landlord and tenant representation, development, management, investments, and consulting. In-house leasing, structuring and managing relationships with third party leasing teams, marketing strategy, retail and tenant profiling and canvassing, portfolio optimization, negotiating letter of intents for leases and sales, negotiating and administrating leases.

Professional Affiliations & Designations

Guardian Companies: 2009 - 2015
Director of Commercial Real Estate

CBRE - CB Richard Ellis: 2005 - 2009
Brokerage Associate

Young President's Organization - YPO
Member

International Council of Shopping Centers
Member

ICSC Next Generation
Committee Member

Lambda Chi Alpha
Fraternal Alumni

California Department of Real Estate
Licensed

Educational Background

Bilingual - English and Spanish

University of San Diego
Executive Studies in Real Estate Finance, Investment, Development, and
Business Management

University of California, Riverside
Bachelors of Arts - Psychology