



## Scope of Responsibilities

### Shawn Araghi, J.D.

Senior Associate

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Shawn Araghi has over 20 years' experience in the real estate industry. Prior to joining NAI Capital, Mr. Araghi was the managing director at Gotham Commercial in Beverly Hills, where he managed, recruited, and trained commercial real estate agents for the firm and also oversaw all aspects of selling, investing, and leasing.

Mr. Araghi was formerly a senior investment advisor for Marcus and Millichap, ReMax Commercial, and BRC Advisors, focusing on the multi-family and land development market in the Westside of Los Angeles and the San Fernando Valley areas. Over the years Mr. Araghi was consistently a Top Producer and also a Platinum Club Member with the associated firms.

Prior to becoming a senior investment advisor, Mr. Araghi was a portfolio manager for Goshen Investment Co. He was responsible for overseeing the daily operations of the multi-family portfolio valued in excess of \$100 million. Also, Mr. Araghi was an acquisition officer/analyst for RK Properties where he was responsible for researching, locating, evaluating, performing due diligence, and analyzing potential multi-family properties for acquisition, preparing proposals/reports to the Board and assist in brokering acquisitions.

Mr. Araghi's business experience outside of real estate includes, co-founding the ecommerce retailer, Toyfan.com which grew to become the #1 online toy specialty retailer. Mr. Araghi was also senior executive and on the board of directors for the internet incubation company IQ Nest and was instrumental in securing multi-million-dollar funding as well structuring a merger with another online retailer.

Mr. Araghi holds a California Real Estate Broker License and has an extensive educational background. He has earned a Bachelor of Arts in Economics from the University of California Los Angeles and also holds a Juris Doctor degree, summa cum laude from the University of West Los Angeles School of Law.