

# STEVEN GRAHAM

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## EXPERTISE IN INVESTMENT PROPERTY AND LAND ACQUISITION

INSURE MAXIMIZATION OF SITE SELECTION AND PROFIT WHILE MINIMIZING LOSS FROM UNPRODUCTIVE PROPERTIES

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### SUMMARY OF QUALIFICATIONS

- ☑ Sales / Marketing / Prospecting
- ☑ Valuation Analysis / Feasibility Studies
- ☑ Market Research / Market Analysis
- ☑ Due Diligence / Risk Analysis
- ☑ Cash Flow Modeling
- ☑ Contract Negotiation / Entitlement Processes

**Savvy and experienced property acquisition expert with a 15+ year track record** in providing real estate analytical services and other business advisory services to developers, builders, investors, lenders and Fortune 500 companies.

An alliance builder by nature. Experienced in a variety of property types including: land, single and multi-family residential, investment, industrial, and hospitality properties.

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### LICENSES / CREDENTIALS

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#### REAL ESTATE BROKERS LICENSE

California and Maryland

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### PROFESSIONAL EXPERIENCE

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KBB Commercial – San Francisco, CA

2008-Present

#### VICE PRESIDENT

Identify, source, and track property and/or portfolio acquisition opportunities and develop and execute comprehensive acquisition strategies.

- Author contract documents such as source selection plans, pre-solicitation documentation, negotiation memoranda, contract documents, and vendor correspondence.
- Source, negotiate and structure the business terms of the purchase and sale agreements for 100-300 room hotel acquisitions and dispositions in the Western U.S.
- Work with internal and external advisors to structure, negotiate and draft capital structure, financing and joint venture agreements.
- Foster strong, lasting relationships with local and national private and institutional investors, equity funds, lenders, and a special service group for CMBS debt.

#### CAREER HIGHLIGHTS INCLUDE:

- **Sold \$60M in hospitality investments during 2008 including:**
  - 121 Room – Hilton Garden Inn – Tucson, AZ                      \$20M
  - 164 Room – Courtyard By Marriott – Campbell, CA              \$40M
- **Procured third party hotel management assignments for RIM Hospitality (2009):**
  - 67 Room – Rocklin Park Hotel – Rocklin Park, CA
  - 140 Room – Quality Inn & Suites – Victorville, CA
  - 297 Room – Holiday Inn SeaWorld – San Diego, CA
  - 123 Room – Country Inn & Suites – Calabasas, CA

Concorde Development – San Francisco, CA

2006-2008

#### VICE PRESIDENT – WESTERN REGION

Represented owners and investors in the sale/acquisition of hotels from \$6-\$56 million in value.

- Developed an extensive database of contacts, including hospitality owners and their assets along with an effective strategy/approach for initiating dialog.

**CAREER HIGHLIGHTS INCLUDE:**

- ❑ **Sourced and secured 7 investment sales assignments including:**
  - 155 Room – Hilton Garden Inn – Cupertino, CA \$38M
  - 171 Room – Sheraton – Pleasanton, CA \$28M
  - 134 Room – Homewood Suites – Oakland, CA \$15M
- ❑ **Represented JP Morgan in acquisition of:**
  - 278 Room – Hilton Garden Inn – Emeryville, CA \$56M
- ❑ **Procured investment assignment and assisted with regional sale of:**
  - Fairmont Hotel – New Orleans, LA \$17M
  - 105 Room – Country Inn & Suites – Dallas, TX \$6.3M
  - 300 Room – Holiday Inn – Lansing, MI \$7M
  - 71 Room – Holiday Inn Express– West Chester, PA \$6M

Graham Realty, Inc – San Francisco, CA

2002-2006

**OWNER / BROKER**

Provided expertise in the sale of investment properties, management, and leasing of hotel, industrial and retail properties.

**CAREER HIGHLIGHTS INCLUDE:**

- ❑ **Sourced and represented institutional investors in the acquisition of:**
  - 171 Room – Wyndham Garden Inn – Pleasanton, CA \$15M
  - 279 Room – Holiday Inn – Emeryville, CA \$16M
- ❑ **Sourced and procured third party hotel management contracts:**
  - 141 Room – Hotel Cosmo – San Francisco, CA
  - 240 Room – Radisson Hotel – Union City, CA
  - 120 Room – Hotel Julianna – San Francisco, CA

O'Brien, Potter, & Smythe – Odenton, MD

1993-2000

**ASSISTANT MANAGER / SALES ASSOCIATE**

Provided assistance in the oversight and management of 15 sales associates; identified and acquired residential investment property and land for investors. Coordinated consultants and contractors through entitlement process, feasibility studies, and construction of new homes. Developed and provided new home and investment property marketing strategies, valuations, and managed escrow process.

**CAREER HIGHLIGHTS INCLUDE:**

- ❑ Recipient of “Rookie of the Year” award and top ranked sales associate for 3 consecutive years.
- ❑ Sold over \$40M in residential and investment property and identified and acquired land for developers on over 10 new home development projects.

Graham Realty, Inc – Odenton, MD

1993-2000

**ASSISTANT PROPERTY MANAGER**

**CAREER HIGHLIGHTS INCLUDE:**

- ❑ Managed over 100 foreclosures per month for the Veterans Administration.
- ❑ Managed all activities relating to the operation of the properties including coordinating contractors, lease negotiations, credit checks, maintenance and repair.

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**EDUCATION**

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University of Delaware – Newark, Delaware  
**BACHELOR OF SCIENCE / BUSINESS ADMINISTRATION**