

## John R. Rothwell

First Vice President

### General Information

Mr. Rothwell has been a commercial broker since 1978, specializing in investment sales and the sale and lease of corporate headquarters, flex tech, industrial facilities and land, primarily in the Orange County Airport submarket in Southern California. In the Irvine Business Complex and Irvine Spectrum areas alone Mr. Rothwell has leased or sold over 4,000,000 square feet of facilities and over 110 acres of sites in over 120 transactions.

### Responsibilities

Pioneering advocate of "value added" brokerage through:

- Creativity
- Detailed market knowledge
- Application of research data

Mr. Rothwell's demonstrated success in adding value to his client relationships draws on his significant experience in developing, implementing and managing marketing programs; tenant representation via needs analysis of lease/purchase and purchase/build scenarios; development site acquisitions; market studies; analysis and marketing of investment properties; valuation and consultation.

### Career Summary

Rejoined DAUM Commercial Real Estate Services in March 1999, after 8 years at Grubb & Ellis Co. Mr. Rothwell was Broker of the Year for the company in 1988 as well as Broker of the Year in the Newport Beach office in 1984, 1985, 1988 and 2007.

Corporate clients have included Volt Information Sciences, Dow Corning, MCSI, Sun Electric Corp., Narco Scientific, Balboa Instruments and Infodisc Technology USA. Developer and institutional clients include Principal Financial Group, Catellus Development, Hedley Construction & Development, AEW Capital (formerly Copley) and the Prudential Insurance Company of America.

### Experience

1999 – Present	DAUM Commercial Real Estate Services
1991 – 1999	Grubb & Ellis Company
1980 – 1991	DAUM Commercial Real Estate Services
1978 – 1980	Discovery Properties

### Education

Bachelor of Arts – University of Southern California  
Program in Advanced Real Estate Finance – University of California, Irvine

### Community Involvement

Speaker, California Association of Local Economic Development Agencies  
Founding Member, Orange County Performing Arts Center  
Life Member, USC Associates  
Past President, Newport-Mesa Jr. All-American Football  
Founder, Corona del Mar High School Foundation



### Contact Information:

**4675 MacArthur Court  
Suite 725  
Newport Beach, CA 92660**

**P 949.242.1712  
F 949.242.1072**

[john.rothwell@daumcommercial.com](mailto:john.rothwell@daumcommercial.com)



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