

Steven M. Pearson

EXECUTIVE VICE PRESIDENT

Steve Pearson is one of the key executives at DAUM responsible for the planning and execution of the company's growth initiatives which are focused on preserving this strong regional company's local relationships while expanding its range of services and further differentiating it from the competition. Mr. Pearson has served on numerous industry and community boards including DAUM, Investment Chairman for Cornerstone Growth and Income REIT, a non-traded public real estate investment trust that invests in industrial, healthcare, and net leased retail properties in major cities throughout the US, The Irvine Junior Games and the Membership Committee of the Southern California Chapter of NAIOP.

Preceding his affiliation with DAUM, Steve Pearson served as Senior Vice President of Coldwell Banker Commercial Affiliates. From July 1991 through May 1997, Steve was in charge of overseeing the design, development, and delivery of all commercial resources for Coldwell Banker. He managed several regional vice presidents as well as a group of outside commercial consultants while working closely with the national senior management team of Coldwell Banker to expand the company's presence and profit.

Steve Pearson's background includes 15 years with CB Commercial in Denver, San Francisco and Newport Beach. As a Senior Sales Associate (CB Commercial's highest recognition level for salespeople at that time) in Denver, he developed the reputation of being one of the most knowledgeable and successful commercial salespeople in his market. He was active in the local chapter of the National Association of Industrial and Office Parks (NAIOP), served as a market expert for several Urban Land Institute (ULI) functions, and represented Coldwell Banker as the expert in the Denver industrial marketplace during several annual business forecast meetings.

In San Francisco, Pearson worked as a vice president for Coldwell Banker Investment Banking Services. In this capacity, he managed several associates and analysts while working on and leading marketing teams whose focus was the analysis of recapitalization or disposition of larger real estate assets or asset portfolios of institutional owners. He worked primarily on industrial and office portfolios in Denver and Southern California.

In Newport Beach, Pearson worked as an investment specialist focusing primarily on the analysis and sale of mid-sized institutional property for insurance companies, Savings and Loans, and the RTC. He assisted in leading a department of 22 investment specialists and served as team captain on several listings.

Steve Pearson's background gives him a broad understanding of multiple markets, product types and industry cycles in commercial real estate. He is focused on the dynamics of today's market and the opportunities that these dynamics present for future business development. Mr. Pearson has an undergraduate degree in Psychology with a minor in Economics from Stanford University. He studied business at the University of Colorado where he received his MBA in Marketing and Finance. Pearson also earned the designation of CCIM (Certified Commercial Investment Member) from the Commercial Investment Real Estate Institute one of the most knowledgeable groups in commercial real estate.



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