

Tom Festa

SENIOR VICE PRESIDENT

Career Summary

Tom Festa has over 25 years of experience in commercial real estate that encompasses all phases of brokerage. Before joining DAUM he was at Grubb & Ellis for twelve years where he was consistently a Top Twenty producer in the Los Angeles Metro region as well as a Top 100 nationwide. His prior successes were forming *Festa & Associates, Inc.* which, with its small and professional staff specialized in the lease and sale of commercial real estate. He was the number one commercial broker in Cushman & Wakefield's Los Angeles North Office two years in a row. Providing professional, creative real estate services and optimizing value for his clients is what keeps him a top producer.

Mr. Festa has represented many national and regional businesses in real estate transactions. The mix of tenant, landlord, buyer, seller, start up, growth, mature and institutional client representation continues the development of the skills required to complete the complex transactions and analyses demanded by today's economic environment.

Experience

Selected transactions / assignments include:

- **Westlake Landmark:** 180,000 SF office campus--sold land and leased buildings
- **Westlake North Business Park:** 337,000 SF office campus, sold land, leased and sold buildings, sold one building twice.
- **Trillium:** 586,000 SF office towers — leased buildings
- **Warner Ridge, Warner Center:** 21 acres, sold land twice
- **Warner Gateway:** 250,000 SF office campus, sold land, sold buildings, leased
- **Legacy Oaks Corp. Center:** 157,000 SF building—sold empty building, leased and sold leased building.
- **Warner Park Center:** 60,000 SF office building—sold land, leased and sold building
- **Woodland Burbank:** 93,000 SF—sold land, leased building
- **Bakersfield:** 400,000 SF—relocation of corporate regional headquarters

Professional Recognition

Los Angeles Business Journal — 6th largest lease transaction
San Fernando Valley Business Journal — top investment sales

Education

University of Southern California – MBA, Finance and Marketing
University of California at Los Angeles – BS, Chemistry



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