

PROFILE OF PROFESSIONAL EXPERIENCE

Jon B. Willis, MAI, CCIM, CRE

Mr. Willis has extensive experience in various facets of the institutional real estate business, including investor relations and new product development, portfolio and asset management, investment analysis and asset valuation, acquisitions and property sales, distressed asset workouts and capital restructuring, and global investment strategies.

He has worked extensively throughout the major U.S. property markets and has evaluated both U.S. and Asia real estate investment funds for institutional clients. He most recently managed a large logistics fund in Japan and functioned as interim Chief Operating Officer for a Singapore-based asset management company.

Mr. Willis holds undergraduate degrees in Political Science and Business Administration, a Master's Degree in Asian Studies, and a Graduate Certificate in Urban Planning. In 1993 he received his designation as a Member of the Appraisal Institute (MAI). In 1996 he became a Member of the Commercial Real Estate Investment Institute (CCIM), and in 2003 he was invited to join the Counselors of Real Estate (CRE); he served as Chair for the Seattle Chapter of this organization from 2014 thru 2019. He is currently pursuing the CAIA (Chartered Alternatives Investment Analyst) designation.

EXPERIENCE

Global Property Strategies: 2008 to Present

Independent contractor providing executive and consulting services. Among other assignments, served as interim Chief Operating Officer (Asia) for subsidiary of Atlanta-based TriMont Real Estate Advisors. Primary responsibility was to integrate asset management practices of parent company into new Asia operation in Singapore. Client was a series of global opportunity funds representing approximately \$1.5 billion in gross capital value. Assets were mixed-sector properties and property companies in Japan, China, South Korea, Thailand, and Singapore.

AMB Capital Partners (now Prologis); 2005 to 2007

Fund Manager for AMB Japan Fund, a \$1.8 billion logistics portfolio with assets located primarily in greater Tokyo and Osaka. Responsibilities included property valuations, portfolio reporting, and extensive investor communications. Also developed and managed the company's new Asia regional headquarters in Singapore.

University of California; 2004 to 2005

Directed the development of a new real estate investment program for the University of California's pension and endowment plans, a \$3.5 billion allocation of a \$50 billion capital base. Selected and retained a new consultant for the program, devised a new investment plan for the allocation, and completed \$250 million in new investments.

Russell Real Estate Advisors; 2001 to 2004

Senior Analyst for Russell Investments, one of the world's largest investment consulting and asset management firms. Responsibilities included in-depth due diligence for U.S. and Asia private equity real estate funds, including evaluation of the fund sponsor's management and performance, investment strategy, and offering memorandum terms and conditions. Also monitored investment performance for discretionary client portfolios and co-managed extensive evaluations of primary U.S. open-end funds.

Pacific Real Estate Advisors; 1994 to 2000

Co-founder and Principal of firm specializing in complex valuation and consulting assignments for new construction, mortgage financing, and investment sales primarily in the Puget Sound region. Also assisted U.S. investment groups in analyzing and purchasing non-performing real estate loan portfolios in Tokyo and outlying areas of Japan. This work included detailed property inspections, reviews of Japanese-originated appraisals, and analysis of portfolio risk and prospective return.

CB Commercial / Rees & Associates; 1990 to 1994

In affiliation with CB Commercial Real Estate Appraisal, Inc. and Rees and Associates, Inc., national and regional real estate appraisal firms, respectively, completed narrative appraisals and consulting assignments for institutional-grade properties throughout the Pacific Northwest.

Metric Realty Advisors/Fox & Carskadon Financial Corp; 1978 to 1989

Senior Vice President and National Director of Investment Analysis. Directed the due diligence and underwriting for apartments, shopping centers, hotels, office buildings, and industrial property investments throughout the U.S. Assembled and managed a twenty-person team of investment analysts and support staff in San Francisco, Dallas and Atlanta. Also served on the firm's Investment Advisory Committee, a team of senior managers responsible for asset management of a \$2.0 billion U.S. property portfolio.

Prior to 1978

1975-1978: *Callahan & Associates:* General Manager of the Kahala Mall Shopping Center, a 500,000 SF mixed-use retail/office complex in Honolulu, Hawaii.

1973-1975: *Don R. Cowell & Associates:* Completed appraisals and consulting studies for resort hotels, condominium developments and commercial properties in Hawaii and the Pacific Basin.

1970-1973: *Island Holiday Hotels:* Management trainee for nine-property hotel chain with properties throughout the Hawaiian Islands.

EDUCATIONAL BACKGROUND

Bachelor of Arts

University of New Mexico
Major: History and Political Science

Bachelor of Business

University of Hawaii
Major: Hotel and Resort Management

Master of Arts

University of Hawaii
Major: Asian Studies

Graduate Certificate

University of Hawaii
Major: Urban Planning

Professional Memberships and Affiliations

Appraisal Institute (MAI)
Comm'l R.E. Institute (CCIM)
Counselors of Real Estate (CRE)

Pension Real Estate Association (PREA)
Urban Land Institute (ULI)
Travelers' Century Club (TCC)

Additional Information

Mr. Willis has been a guest lecturer in real estate investments at Stanford University and the University of California at Berkeley, and was formerly a member of the Institutional Real Estate Editorial Advisory Board. In recent years he has traveled extensively throughout the world and is a member of the Travelers' Century Club. He and his wife, Bonnie, have been married for 38 years; she holds a Master's Degree in Special Education and is a technical editor with an environmental consulting firm. Their son, Jay, is a graduate of Harvard Law School and is a Senior Contributor for *The Appeal* at the Justice Collaborative.

E-mail: jwillis@gps-irei.com also jonbwillis@gmail.com
Mobile: +1 (425) 829-2088 **Home:** +1 (425) 392-4997
Linkedin: <http://www.linkedin.com/in/jonbwillis>

