Michael G. A'Hearn, CCIM

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OBJECTIVE:

Seeking a position in a real estate acquisition related forum, where my strong brokerage experience, education and skills would be used effectively within your organization.

SUMMARY OF QUALIFICATIONS:

Over 11 years of Real Estate experience working with institutional as well as individual investors. Bachelor of Business Administration in Finance and Management. As the Broker of Record, responsible for conducting sales, purchase and refinance of owner/user, in addition to investor properties. Create and maintain working relationships with attorneys, outside lenders, escrow agents and title officers to effectively assist in the transfer of property ownership. Knowledgeable of group investments and their related partnership and investment agreements. Ability to create financial statements in an effort to evaluate the benefits and/or risks in investing in specific properties. Capable of brokering transactions in both California and Arizona.

EMPLOYMENT SUMMARY:

Broker/Owner — **American Pacific Real Estate, Laguna Niguel, CA** — **2001 – Present**

Client representation in the purchase, sale or leasing of individual real estate holdings. Directed marketing campaign for client listings. Financial statement development to inform clients of positive and negative risks involved in the acquisition, disposition or refinance of current real estate holdings. Direct participation or supervision of contract preparation and review for all American Pacific Real Estate transactions. Consultant to American Communities Development; Developer of multi-family affordable housing.

Key Achievements:

- ***Licensed Real Estate Broker in the States of Arizona and California.***
- ***Successful operation of real estate brokerage for seven years.***
- ***Successful completion of Certified Commercial Investment Member (CCIM)-Designee 2007.***

Asset Manager — **WNC & Associates, Inc., Costa Mesa, CA** — **1999 – 2001**

Financial planning, budgetary analysis and operational functions of a $150 million, 61-asset multi-family real estate portfolio consisting of approximately 3000 units. Communication of investor goals and requirements to each of the 27 regional property managers. Development supervision of 20 multi-family real estate partnerships from partnership organization through completion of construction. Foster and Preserve positive relationships with the individual General Partners who provide the onsite construction of the real estate development.

Key Achievements:

- ***Maintained 100% Investor Satisfaction through aggressive and comprehensive management of portfolio.***
- ***Exceeded financial return on overall portfolio by 35% in 1998 and 48% in 1999.***
- ***Rated #1 in Asset Management for investor satisfaction.***

Asset Manager — **National Partnership Investments Corp, Beverly Hills, CA** — **1995 – 1999**

Financial planning, budgetary analysis and operational functions of a $75 million, 55-asset multi-family real estate portfolio consisting of approximately 6100 units. Maintain positive relationships with regional financial institutional lenders, which provide the financing for the real estate development.

Key Achievements:

- ***Successfully prospected, negotiated and closed a financial restructuring package on a property, which resulted in a $10,000,000 debt forgiveness for the individual Limited Partnership.***

EDUCATION:

Awaiting Broker Licensure in Texas, New Mexico, Nevada, and Washington State

Bachelor of Business Administration in Finance and Management, Loyola Marymount University, Los Angeles, CA, 1995

Certified Commercial Investment Member – Designation, 2007

University of California, Los Angeles, Extension – Real Estate Concentration