



# John Rothwell

First Vice President



## Professional Experience

### CAREER SUMMARY

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. Pioneering advocate of "value added" brokerage through creativity, detailed market knowledge and 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. 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

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### Newport Beach

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## Major Client List

- Volt Information Sciences
- Dow Corning
- MCSI
- Sun Electric Corporation
- Narco Scientific
- Balboa Instruments
- Infodisc Technology USA
- Principal Financial Group
- Catellus Development
- Hedley Construction & Development
- AEW Capital (formerly Copley)
- Prudential Insurance Company of America