



NAI Northern California

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JAMES A. KILPATRICK

REAL ESTATE EXPERT WITNESS

AREAS OF EXPERTISE

- **Real Estate Sales, Lease Transactions, Loans, Management, Syndication & Ownership** involving Office, Industrial, Multi-Family, Net-leased & Retail. Best practices & standards of service, valuation, 1031 exchanges, due diligence, disclosures, contracts, commissions & referrals, rent control, disputes, title clouds, insurance, trusts, entities.

RELEVANT EXPERIENCE

Founder & President NAI Northern California

July 2004 – Present

- Run and own a 3 office, 75 person full service regional brokerage
- Chaired 45 offices on the west coast for NAI Global, the largest brokerage network in the world, with 375 offices
- Oversight of over 2,500 sales and leasing transactions
- Personally brokered over 250 transactions as top-producing Real Estate Broker
- Syndication of 22 properties in Limited Partnership entities
- Consultation for Goldman Sachs, Wellington Management, Yingfu International on-site in China
- Various expert witness engagements for TICs, Property Managers, Investors, Insurance Companies, and Attorneys

Investment Sales Associate at Marcus & Millichap

August 1998– July 2004

- Awards: National Achievement, Sales Recognition, Rookie of the year
- Associate Director of the National Multi-housing group

SELECT CLIENT LIST

Civil Service Employees Insurance, Masonic Grand Lodge, Howie & Smith LLP, RPM Law Group, Ivie, McNaill & Wyatt,

AFFILIATIONS & RECOGNITION

- President of the Berkeley Property Owners Association
- Board of Directors: Rental Housing Association of Northern Alameda County
- Regularly published author for several commercial real estate associations
- Board of Directors CCIM
- Business Times in the "40 under 40" list
- Real Estate Forum: Entrepreneurs to watch
- Rebuilding Together: Leader and team captain helping rehabilitate homes for the elderly and disabled
- Member of Rental Housing Owners Group, IMF, Nor CA RIF, CAA, and Investment Property Marketing Group

EDUCATION

Masters in Business Administration at The Wharton School of Business

Graduated May 2014

- Entrepreneurship Club Chair
- Hosted Tom Perkins (Kleiner Perkins), Glenn Kelman (CEO of Redfin) and other speakers.

Bachelor of Arts in Economics at The University of California at Berkeley

Graduated August 1997