

## Jeff Weagley, CCIM

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### SUMMARY

Innovative Real Estate Executive, Manager, and Consultant recognized as an expert in analyzing, researching, and interpreting fee and leasehold realty practices, principles, and laws; successfully completed over 1,000 transactions totaling over \$100 million; considered to be a trusted advisor and fiduciary to clients; highly respected in the industry; often served as a mentor; corporate president decision maker regarding all aspects of successful business operations; BBA in Real Estate; real estate brokers licenses in both CA and NM; licensed NM General Contractor; advanced computer skills. Talents:

Real Estate Law  
Lease Negotiation  
Team Management  
Property Management  
Site Analysis & Valuation  
Construction Management

Acquisition - Disposition  
Mortgage Financing  
Estate Planning  
Development  
Accounting  
Taxation

Right of Way  
Space Planning  
Entitlements & Zoning  
GIS, Mapping & Survey  
Project & Data Tracking  
Environmental Assessment

### CAREER HIGHLIGHTS

#### **Business Acumen** - President of a successful Real Estate Brokerage and Management corporation

- Instituted business/strategic plans and provided investment analysis
- Directed teams to facilitate and assist business operations and client services as needed
- Advertised and promoted business image and client properties through various media outlets and formats including Power Point presentations
- Managed all transactions from inception to completion including accounting and escrow
- Created budgets, completed all corporate accounting/tax filings, and met regulatory requirements
- Maintained high proficiency in computer software/hardware systems including Microsoft Office

#### **Commercial Real Estate** – CCIM designee, an expert in the area of commercial/investment real estate

- Rendered high quality brokerage services to a broad range of customers and clients
- Performed property management, leasing, and sales and across all property types including retail, office, industrial, multi-family and vacant land
- Negotiated and reviewed complex documents, contracts, leases, licenses and proposals
- Utilized advanced knowledge of site analysis, valuation, mapping, GIS, and demographics

#### **Retail Real Estate Transaction Management** – Consultant to AT&T Mobility for CB Richard Ellis

- Assisted in the management of a regional retail new store program by obtaining first-hand knowledge of corporate client's respective real estate markets
- Provided market research, site analyses, demographics, and mapping of trade areas
- Effectively drafted, created, and/or negotiated RFP's, LOI's lease summaries, Leases, Broker opinion of value, monthly status reports, pipeline reports, marketing packages, etc.
- Managed field brokers and third party brokers' transaction activity in eight western states
- Toured trade areas with client representatives and field brokers
- Interviewed and hired a new Broker to represent client in the Colorado market

#### **Construction and Property Management** - Licensed General Contractor coordinated complex projects

- Hired, promoted, and managed subcontractors
- Assisted with space planning, A.D.A. compliance, utilization, layout and design
- Interpreted boundary and topographic surveys, maps, engineering and construction documents
- Conducted construction meetings, assisted in permitting issues, and managed project budgets
- Reviewed Passive/Active Solar and Green Building (LEED) methodologies

**Trust Real Estate** - Consistently awarded assignments from Bank of America, Wells Fargo, and others.

- Developed an extensive knowledge of the interpretation and practical application of document provisions, probate law, taxes, investments, and the laws of estate and trust administration
- Met critical requirements where attention to detail and high ethical standards were imperative

**Oil Industry Consulting** - Secured contract to acquire a petroleum products distribution facility

- Met with and brokered an agreement between neighbors, elected officials, and the client
- Achieved a rare 90-day rezoning from farm land to the highest level industrial use

**Economic Development** - Served on several organizational boards

- Hired an executive director and lobbied for and obtained governmental funding for The Estancia Valley Economic Development Association (EVEDA) while serving as charter member and VP
- Participated in formation of a Business Improvement District (BID) and projects that required Tax Incremental Financing (TIF) while on the Albuquerque Uptown Progress Team

**Public Outreach** - Administered and scoped for an Environmental Assessment (EA) for Shell Oil

- Participated in team tasked with preparation of a draft EA
- Attended Media Crises training in preparation for a potential, post tragedy, television interview
- Compiled technical data from the engineering team (corrosion control, in-line inspection, etc.)
- Translated results into laymen's terms for public scoping meetings
- Planned and proctored meetings then gathered and compiled public comments for the record

**Multi-media Production** - Conceptualized and launched the Albuquerque CCIM Virtual Bus Tour

- This multimedia presentation showcased newly built commercial projects and was attended by over 500 business and industry professionals
- Recognized that attendance had outgrown the logistical ability to hold a physical bus tour
- Led team in identifying properties, writing scripts, acquiring ground and aerial photography
- Interviewed and hired voice talent/production studio then served as MC at public presentations

**Residential Real Estate** – Managed, listed, and sold residential and apartment properties

- Facilitated countless transactions through numerous market cycles
- Provided clients and customers expert advice and service by consistently monitoring trends and adapting to changes in market conditions
- Consistently awarded for being in the upper levels of production by the Realtors Association

## PROFESSIONAL EXPERIENCE

**AT&T Mobility / CB Richard Ellis**, Cerritos, CA **2008 - 2009**  
Real Estate Transaction Manager – SO CAL, AZ, NM, CO, NV, WA, HI

**Weagley Ltd.**, Albuquerque, NM & Carlsbad, CA **1983 - Present**  
Owner of a full service Real Estate Brokerage and Construction Management Corporation

**Clients and Consulting Activities** include Bank of America, AT&T Mobility, Wells Fargo, Shell Oil, CSK Automotive, and Williams Energy

## EDUCATION / LICENSES / AFFILIATIONS

**B. B. A.**, Real Estate and Finance, Eastern New Mexico University, Portales, NM  
**C.C.I.M.**, CCIM Institute, Classes in Albuquerque, Dallas, Houston, and New Orleans  
Real Estate Qualifying Broker's License - CA  
Real Estate Qualifying Broker's License - NM  
General Contractor's License - NM (GB-98 Unlimited contract value)  
Member: **CCIM** (Certified Commercial Investment Member of the CCIM Institute)  
Former Member: **ICSC** (International Council of Shopping Centers)  
Member: **IRWA** (International Right of Way Association)