

Jeff Weagley, CCIM
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SUMMARY

Innovative Real Estate Executive/Consultant recognized as an expert in analyzing, researching, and interpreting fee and leasehold realty practices, principles, and laws. Considered to be a trusted advisor and fiduciary to clients and customers. Highly respected in the industry, often serving as a mentor. As corporate president, make decisions regarding all aspects associated with the successful operation of a business. In addition to comprehensive knowledge of all things real estate and being a licensed real estate broker in both CA and NM, has highly developed computer skills and holds a NM General Contractor's license. Talents:

Site Analysis
Demographics
Space Planning
Lease Negotiation
Property Management
Construction Management

Acquisition - Disposition
Investment Financing
Real Estate Law
Estate Planning
Team Building
Accounting

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

CAREER HIGHLIGHTS

Business Acumen - Founder and president of a successful full service Real Estate business

- Instituted business and strategic plans
- Advertised and promoted business image and client properties through various media outlets and formats including Power Point presentations
- Assembled teams to facilitate and assist business operations as needed
- Managed all transactions from inception to completion
- Created budgets, completed all corporate accounting/tax filings, and met regulatory requirements

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 sales, leasing and management across all property types including retail, office, industrial, multi-family and vacant land
- Negotiated and reviewed complex real estate documents, contracts, leases and proposals
- Utilized advanced knowledge of site analysis, valuation, mapping, GIS, and demographics

Retail 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
- Interviewed and hired a new Broker to represent client in the Colorado market
- Toured trade areas with client representatives and field brokers

Construction Management - Licensed General Contractor coordinated complex projects

- Hired and promoted 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 and private trust companies

- Met critical requirements where attention to detail and high ethical standards were imperative

Residential Real Estate - Listed, sold, and managed 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

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

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

- Now in its ninth year, this multimedia presentation showcases newly built commercial projects and is 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

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 vice president
- Participated in formation of a Business Improvement District (BID) and projects that required Tax Incremental Financing (TIF) while on the Albuquerque Uptown Progress Team

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, CSK Automotive, Wells Fargo Bank, Shell Oil, 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)
Member: **ICSC** (International Council of Shopping Centers)
Member: **IRWA** (International Right of Way Association)