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### CAREER SUMMARY

Brian McLoughlin is an exceptional Industrial Specialist who has focused on the Central Los Angeles and San Gabriel Valley markets for over ten years with completed transactions in excess of \$1.5 billion.

His extraordinary work ethic and in-depth understanding of all market activities earned him the coveted Rookie of the Region award for 2001 and the respect of high-profile clients throughout Southern California, such as Pro-Logis, Bayer, Alcan, Henry Company, iStar Financial, Farmer John, Lowe Enterprises, AT&T, American Realty and the State of California.

Mr. McLoughlin's responsive, aggressive approach to his work in tenant representation, landlord representation and investment properties ensures an accelerated transaction process and enables his clients to make the most informed, cost-effective real estate decisions possible.

Mr. McLoughlin brings a wealth of marketing experience and negotiating acumen to the table. He is a talented industrial professional. A confident, savvy market expert and an accountable, trustworthy real estate partner.

### ACHIEVEMENTS

- Voit Top Producers Club 2010, 2011 and 2012, 2016, 2017, 2018
- Member, CB Richard Ellis Millennium Club: 2007, 2008, 2009
- Central Top 5, Central Los Angeles: 2001
- Member, CB Richard Ellis Century Club: 2001, 2002, 2003, 2004, 2005, 2006
- Rookie of the Region, CB Richard Ellis Los Angeles: 2001
- Rookie of the Year

### NOTABLE TRANSACTIONS

- SARES REGIS Group, Pico Rivera (2.2 million SF)
- Alcan, Vernon (1.2 million SF)
- iStar Financial, Los Angeles (568,000 SF)
- United States Postal Service, Los Angeles (481,000 SF)
- TELACU, Commerce (417,000 SF)
- California Fashion Industries, Los Angeles (365,000 SF)