

## GLENN ARNOLD, SIOR

### SENIOR VICE PRESIDENT, PARTNER



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### CAREER SUMMARY

For 36 years, Glenn Arnold has worked with clients to maximize the value of their commercial real estate transactions across the Southwest Region and other submarkets around the country. Through his expertise in representing landlords, tenants, buyers and sellers, he has been able to create trusting, long-term relationships with his clients. Glenn has successfully closed over 1,500 transactions valued at over 1.5 Billion and has been a consistent Top Producer for several years. Glenn has specialized knowledge and focus in a transaction type called Owner-User sales, which is a long term wealth building strategy whereby Tenants purchase their own building for their business to occupy rather than lease. After decades of selling this property type to clients, much of his current practice is now focused on providing clients and their trusted advisors with in-depth strategic and financial analysis for owned real estate investments. This enables clients and trusted advisors to understand and choose the best strategies and decisions of what to do with the real estate as these clients go through transition, succession and exit planning. In his spare time, Glenn enjoys spending time with his family, running, cycling, swimming and traveling to exotic locations around the world.

### AWARDS AND ACCOMPLISHMENTS

- Consistent Top Producer over a 36+ year career.

### AFFILIATIONS AND MEMBERSHIPS:

- Society of Industrial & Office Realtors (SIOR) Member
- North County Estate Planning Council of San Diego Member
- ProVisors Member (a professional organization of trusted advisors)
- Howard's Team Member (fundraising for MS Society)