

Adding Value to the Corporate Real Estate Decision Process

Transactional Experience

My completed transactions include high-rise office buildings, suburban office properties, industrial parks, single-tenant industrial buildings, neighborhood shopping centers, net-leased retail and various distressed properties. These transactions range in value from \$400,000 to \$53 million. The profile of clients served includes U.S. Institutional investors, Asian financial Institutions, business users, local and regional developers, investment partnerships, trust officers, and high-net worth individuals.

As an agent in these transactions, my responsibilities included the generation of assumption based cash flow projections, market evaluation for the due diligence process, and recommendation of creative sales structures.

Sales & Marketing

My success in commercial real estate brokerage has required the ability to sell sophisticated financial services as well as the product itself. The course of my business requires a continuous search for clients- active sellers and buyers who move in and out of the market. The typical sales cycle involves: monitoring market activity to identify and qualify likely prospects; cold-calling the prospect to establish preliminary contact; determining the prospects needs and desires' proposing a market-based plan to outline how my services can best realize the needs of the prospect and closing for the assignment.



San Gabriel Valley



Ontario



Los Angeles



Burbank



Woodland Hills



Valencia



South Bay



Anaheim



Newport Beach



Camarillo



Phoenix

EXPERIENCE MATTERS

Dennis L. Sandoval through the support at GVA DAUM is backed with state-of-the art technology and market research to assist clients to make more informed decisions concerning their real estate assets. Coupled with a wealth of experience, specialized disciplines, and a strong client service background, Dennis is ready to assist you with all your real estate needs.

GVA DAUM

Since 1904, GVA DAUM has the unmatched reputation as an ethical, energetic and creative problem solver. GVA DAUM has more than eleven (11) branch offices throughout Southern California and Phoenix, Arizona. GVA DAUM has helped thousands of local and national clients maximize their real estate values through site selections, acquisitions, dispositions, leasing, property management and consulting. GVA DAUM also uses its affiliation with GVA, SIOR, CIREI, AIR and other professional organizations to provide seamless professional services to clients wherever needed.

GVA WORLDWIDE

GVA Worldwide is an international organization of real estate industry leaders serving key markets in 35 countries. The organization comprises over 3,200 real estate professionals with 120 offices worldwide. A leading advisor in commercial real estate, GVA optimizes client portfolios locally and around the world.

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GVA DAUM Worldwide Real Estate Solutions
www.gvadaum.com

Dennis L. Sandoval | Executive Vice President
13191 Crossroads Parkway North | Suite 175
City of Industry, CA 91746



dennis.sandoval@gvadaum.com
p: 562.695.7244 | f: 562.692.8067

Corporate Real Estate Services



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Executive Vice President
GVA DAUM

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GVA DAUM
Worldwide Real Estate Solutions



**Executive Vice President/
Principal**

Born and raised in Los Angeles area. Married with four children, active in Church activities, Junior Golf, High School Athletic Booster Club and National Childhood Cancer Foundation

EDUCATION

- Loyola Marymount University
- Associate of Arts Degree- Fullerton College
- California State University Fullerton, completed course work in marketing & business management.

ACHIEVEMENTS

- DAUM "Top 10"-1984, 1985, 1986, 1987, 1988, 1989.
- President's Club Honors -2000, 2001, 2002, 2004, 2005
- Brokered the sale and leasing of more than \$325 million of user and investment real estate generating commission revenue in the excess of \$5.2 million during the past 6 years.
- Played Professional Baseball in New York Mets Organization 1976-1981.

PROFESSIONAL & MANAGEMENT BACKGROUND

- From 1993 to June 1996 was the Senior Vice-President for TELACU Real Estate Services.
- 1987-1990 and from 2001 to present responsible for Sales Training and conducting monthly sales training seminars for the agents within the DAUM organization.
- 1999-2000 Served as a Consultant to the City of Los Angeles Redevelopment Agency

MEMBERSHIPS AND AFFILIATIONS

- Society of Industrial and Office Realtors
- American Industrial Real Estate Association
- LA Board of Realtors
- National Hispanic Chamber of Commerce
- San Gabriel Valley Economic Partnership
- Servite Alumni Association
- California Council for International Trade
- Board of Directors, Door of Hope

TESTIMONIES TO SERVICES

"...Mr. Sandoval has established himself as a well-known and respected real estate expert...he has been a resource for our efforts in bringing new Asian investment into the State of California and we will continue to depend on his expertise in the future..."

Jonathan Kaji

Director – State of California Governor's Office

"...Mr. Sandoval has been an invited guest panelist and guest lecturer in numerous real estate finance and development programs at the University of Southern California...he has been uniformly excellent and has exhibited a high level of expertise and understanding of real estate development and marketing issues..."

Stuart A. Gabriel

Professor of Finance and Business Economics – USC Graduate School of Business Administration

"...Over the past several years, Mr. Sandoval has demonstrated that he has been willing to place our needs at the forefront. This is a quality and strength one does not find often enough in the business arena in which we travel..."

George De LaTorre

Chief Executive Officer – Juanita's Foods Corporation

"...I will be returning to our head office in Seoul. I wish to express my heartfelt gratitude for your friendship that you have extended to me and your cooperation in our pleasant business association during the past years..."

Sang Kee Lee

Finance Manager & Controller – Hyundai America, Inc.

"...Dennis carried out an aggressive marketing effort, negotiated firmly on ICN's behalf and guided the sale through the closing process. Dennis and his associates are professional in all aspects..."

Paul V. Maier

Vice President Finance – ICN Pharmaceutical, Inc

"...I am the Senior Corporate Counsel for Rhodia Inc. headquartered in Cranbury New Jersey. Through the professional efforts of Dennis Sandoval we successfully consummated the sale of a two story office building in Los Angeles California. Mr. Sandoval vigilant and diligent oversight in this sale was the primary cause for effecting it's completion. I am happy to recommend Mr. Sandoval for his diligence and dedication."

John M. Iatesta

Corporate Counsel – Rhodia Inc.

Over 20 Years of Service to the Real Estate Business Community

BROKERAGE

- Sales
- Lease
- Tenant Representation
- Investments/Leasebacks
- Request for Proposals (RFP's)

HIGHEST & BEST USE ANALYSIS

- Trend Analysis
- Absorption
- Valuation
- Demographic Representation

CORPORATE CONSULTING

- Site Selection
- Consolidation Services
- Disposition Surplus Facilities- Local and National

GOVERNMENTAL CONSULTING

- Redevelopment Consulting – Industrial / Retail / Affordable Housing
- Private / Public Development Advisory Services
- Investment Advisory Services
- Disposition and Transaction Implementation Services

Success Breeds Success

Sample List of Transactions



5701 Airport Avenue, Temple, Texas
\$18,500,000.00. 498,970 SF on 505 acres.
This facility was used by Texas Instruments



Irwindale Business Park, Irwindale
\$14,000,000, 127,563 SF multi-tenant complex on 11 acres. Represented McMahon Development Group.



Philadelphia Street, Ontario \$12,500,000
247,000 SF distribution facility. Sold to: Ritck/Global Media, the number one manufacturer of CD's in the world.



2350 E. Del Amo Blvd, Carson,
\$11,500,000.00. 198,700 SF on 19.2 acres.
Represented Seller, Dawson Steel. Facility was converted from a steel foundry to a warehouse and distribution facility.



260 W. 5th Street, San Pedro
\$9,100,000.00. 46,800 SF office bldg & 23,000 SF office bldg. Represented the Buyer, Evergreen International.



14724 E. Proctor, City of Industry,
\$8,800,000, Owned by Peterson Company. Lessor was Rubbermaid.



14930 E. Alondra Blvd., La Mirada
\$8,150,000. 135,269 SF on 7.02 Acres.
Represented, buyer, Muller/Copley Investments.



20101 Santa Fe Ave, Rancho Dominguez
\$7,300,000 83,822 SF on 8.8 Acres.
Represented both Buyer and Seller. Value-added investment opportunity.



Mission Blvd., Ontario, CA
52 acres Industrial Land
Represented the Buyer Del Monico Investments, Toronto Canada



Citrus Ave/Duncan Canyon, Fontana, CA
60 Acres of prime residential land
Sold property to Young Homes Development. Represented Seller a private Investment Group