

# OPINE EXPERTS

## **DAVID KLEIN**

David Klein is an Executive Managing Director in the Palo Alto office of Cushman & Wakefield, a global real estate company. With over 25 years of industry experience, David brings a deep transactional background and broad product experience to the San Francisco Transaction Advisory team. He has executed land, office, lab, retail and industrial sales and leasing projects throughout San Francisco Bay Area, California, nationally and internationally. In 2015 David was a C&W Global 100 Top Broker based on revenue production.

His background as a transactional real estate attorney provides Cushman & Wakefield with a unique depth of experience. David is a LEED Accredited Professional for Commercial Interiors (CI) and a member of the Society of Industrial and Office Realtors with a dual office and industrial designation. He is also a Corenet Master of Corporate Real Estate candidate.

Prior to joining Cushman & Wakefield, David was a Managing Director of DTZ, a Senior Vice President/Partner at Cassidy Turley, where he was a Top-25 Producer in 2003, 2005, 2006, 2007 and 2010. Previously, David was a Director, Office Services at Cushman & Wakefield in San Francisco where he won the Client Service Excellence Award for the San Francisco Bay Area in 2000.

## **Education**

2015 CoreNet Master of Corporate Real Estate Candidate

2007 LEED AP

1989 MBA Credits, University of San Francisco, San Francisco, CA

1985 Real Estate Broker, State of California

1979 J.D., Loyola Marymount University School of Law, Los Angeles, CA

1975 B.A., History, Southern Illinois University Carbondale, IL

## **Background & Experience**

2016 Executive Managing Director Cushman & Wakefield

2011 Expert Witness and Consultant, Opine Experts, LLC

2011 Managing Director, Cushman & Wakefield / DTZ, San Francisco, CA

2006 Treasurer & Board Member, American College of Traditional Chinese Medicine, San Francisco, CA

2003 Partner, BT Commercial Real Estate (transition to Cassidy Turley in 2010), San Francisco, CA

2001 Senior Vice President, BT Commercial Real Estate, San Francisco, CA

1993 Director, Cushman & Wakefield, San Francisco, CA

1987 Real Estate Manager, Heitman Properties, San Francisco, CA

1984 Real Estate Manager, Bank of America N.T. & S.A., San Francisco, CA

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## Associations

CoreNet  
SIOR  
San Francisco Bar Association  
California Bar Association

BOMA  
U.S. Green Building Council – Northern California Chapter

## Major Lease Projects

- Roche/Ariosa Diagnostics, San Jose, CA 99,734 SF new office/lab lease
- Prothena Bioscience South San Francisco, CA 128,751 SF new office/lab lease
- Bank of America Wholesale Division Headquarters, Concord, CA 227,034 SF new office lease
- Bank of America Merchant Banking Regional Office Pleasant Hill, CA 150,000 SF new office lease
- The Wet Seal Headquarters, Irvine, CA 188,000 SF office/industrial lease renewal
- Storage USA, San Francisco, CA 171,875 SF new industrial lease
- Cost Plus World Market Windsor, VA 1,014,000 SF distribution center build & sale/leaseback
- Cost Plus World Market Stockton, CA 1,040,000 SF distribution center build & sale/leaseback
- Patelco Credit Union Headquarters Pleasanton, CA 56,298 SF new office lease
- GSA/National Park Service Regional Headquarters Oakland, CA 58,839 SF new office lease
- Benefit Street Headquarters San Ramon, CA 42,579 SF new office sublease
- Ingenio, Inc. (subsidiary of AT&T) San Francisco, CA 37,647 SF new office lease
- Brook Furniture Rental Hayward, CA 95,490 SF industrial lease renewal
- Roche Diagnostics/Genia Technologies Santa Clara, CA 109,532 SF new office/lab lease
- Productos Roche S.A. Panama City, Republic of Panama 17,500 new office lease

## Major Sale Projects

- Town of Oro Valley (Tucson) Arizona 49 acre land purchase for Roche Diagnostics
- 650 California Street San Francisco, CA 450,000 SF Class-A office building sale
- 180 Montgomery Street San Francisco, CA 250,000 SF Class-A office building sale
- 144-156 2<sup>nd</sup> Street San Francisco, CA 65,348 SF Class-B office building sales
- Encinal Portfolio Sale Oakland & Berkeley, CA (2 Class-A office buildings and entitled development site, 173,200 SF)
- San Francisco Girl's Chorus 44 Page Street San Francisco, CA 60,000 SF office/school acquisition
- Cost Plus World Market Stockton, CA 25-acre unentitled industrially-zoned land sale
- NSG Pilkington sale of 1,000,000 SF glass manufacturing plant and 185 acres of property
- Bar Association of San Francisco 7,200 SF purchase of 125 Hyde Street San Francisco, CA

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## Special Accomplishments

- 2015 C&W Global 100 Top Broker Worldwide
- 2010, 2007, 2006, 2005, 2003 Cassidy Turley / BT Commercial, Top Producer (Top 25)
- 2008, NAI BT Commercial, Green Leadership Award
- 2007, San Francisco Business Times, Judge, Real Estate Deals of the Year
- 2003, San Francisco Business Times, Finalist, Building Renovation (543 Howard Street - "The Green Building" San Francisco, CA)
- 2002, BT Commercial, Real Estate Dealmaker of the Year
- 2001, San Francisco Business Times, Real Estate Office Lease Deal of the Year, Oakland, CA (Jackson Cntr.)
- 2000, Cushman & Wakefield, Northern California Service Excellence Award
- 2000, Cushman & Wakefield, Leasing Achievement Award
- 1999, Cushman & Wakefield, Leasing Achievement Award
- 1993, Building Owners and Managers Association, San Francisco Building of the Year - Renovation Category (44 Montgomery Street)
- 1992, Heitman Financial, Outstanding Performance
- 1991, Heitman Financial, Most Leasing Transactions