

## PROFESSIONAL PROFILE

**JAMES D. BAILEY**  
*Senior Vice President*



### CAREER SUMMARY

Jim joined Coldwell Banker Commercial WESTMAC in the fall of 1999 and continues to focus on investment sales in the Los Angeles area. Jim has been fortunate enough to have completed deals all over Los Angeles County. He has the ability to provide his wide array of clients with investment consultation, strategic negotiation, creative marketing techniques and valuation.

### PROFESSIONAL BACKGROUND

**COLDWELL BANKER COMMERCIAL WESTMAC**  
1515 South Sepulveda Boulevard, Los Angeles, CA 90025  
*1999 to Present*

Emphasis in Investment Properties and Medical/Office leasing in West Los Angeles and portions of Los Angeles County.

**MARCUS & MILLICHAP**  
Los Angeles, California  
*1998 to 1999*

Real Estate agent with nationally recognized investment real estate brokerage company. Emphasis in investment properties in the South Bay and Long Beach areas of Los Angeles County.

**HUMAN RACE, INC.**  
Santa Barbara, California  
*1998*

Vice President of Business Development. Responsible for the development and implementation of sponsorship attainment for HumanRace '99, an around the world travel adventure and treasure hunt. Duties included the development and execution of the company's corporate sponsorship activities including identification of potential sponsors, meeting with corporate marketing executives, public relations and sports marketing firms. Development and presentation of sponsorship proposals and sponsorship fulfillment activities.

**EXCEL YACHTS**  
Los Angeles, California  
*1990 to 1998*

Founder & President. Established Excel Yachts in 1990 as a company specializing in the development, marketing and race management of high performance sailing projects. Projects included development and management of international grand prix events as the 2000 America's Cup and the 1997-1998 Whitbread Round The World Race.

#### Coldwell Banker Commercial WESTMAC

1515 South Sepulveda Boulevard | Los Angeles | CA | 90025  
(310) 478-7700 | (310) 479-3989, fax | [www.westmac.com](http://www.westmac.com)



## PROFESSIONAL BACKGROUND

*Continued*

### **GRANKOL, INC.**

Carson, California

*1989 to 1996*

Vice President of general contracting and development company, which builds commercial, residential projects and manages investment properties. Responsibilities included project management and supervision of subcontractors as well as property management duties of multi-tenant apartment and industrial buildings.

### **DONAVAN AND SEAMANS**

Newport Beach, California

*1979 to 1989*

Family owned and operated multi-million dollar retail jewelry firm, established in Los Angeles, CA. in 1894. Started with the company as Vice President in charge of Fine Jewelry and Watch Departments. Moved with store relocation from Los Angeles to Newport Beach CA. and later became President.

## EDUCATIONAL BACKGROUND

### **GEMOLOGIST INSTITUTE OF AMERICA**

Graduate Gemologist Degree.

*1981*

### **UNIVERSITY OF SOUTHERN CALIFORNIA SCHOOL OF PUBLIC ADMINISTRATION**

Bachelor of Science, Public Affairs.

*1979*

## ORGANIZATIONS & ASSOCIATIONS

- » University of Southern California General Alumni Associate Life Member
- » National Honor Society, Blue Key
- » USC Senior Honor Society, Skull and Dagger
- » Sigma Nu Fraternity
- » Member, Board of Directors, University of Southern California Sailing Team
- » Member, Board of Directors, Galaxy Alliance Soccer Club
- » Various yachting & community organizations

## ACTIVITIES & INTERESTS

- » Sailing
- » Gardening
- » Home Improvement

## ADDITIONAL INFORMATION

California Real Estate License #: 01255259.

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