

PROFESSIONAL PROFILE

MARK T. MCDONALD
Associate Vice President



CAREER SUMMARY

Mark joined Coldwell Banker WESTMAC in the spring of 2011 focusing on industrial investment sales in Los Angeles. He brings a background of both brokerage experience as well as working as a principal in acquisitions for First Industrial Realty Trust, a public real estate investment trust. While he has completed transactions nationally with corporate clients, his focus now is on investment transactions in Southern California. On the acquisition and disposition side, he has the unique ability and experience analyzing opportunities from an investor's perspective.

PROFESSIONAL BACKGROUND

COLDWELL BANKER COMMERCIAL WESTMAC
1515 South Sepulveda Boulevard, Los Angeles, CA 90025
Current

Associate Vice President – Emphasis on industrial investment sales in Southern California.

PROPERTY TAX ADVISORS
Manhattan Beach, CA
2010

Director of Institutional Services – Focused on expanding and growing business with larger multi-market institutional investors of various property types throughout California for a leading professional property tax appeal firm.

FIRST INDUSTRIAL REALTY TRUST
El Segundo, CA
2004-2009

IIS Manager – Managed and oversaw the efforts of eleven transaction officers in the Western US and Canada in their pursuit of corporate transactions including sale-leasebacks, acquisitions of surplus properties for redevelopment or stabilization, and build-to-suits. He gained a working knowledge of all major Western industrial markets and has spent countless hours with real estate directors at most major corporations headquartered in his region.

GRUBB & ELLIS COMPANY
Los Angeles, CA
2000-2004

Senior Associate – Working out of the Downtown Los Angeles office he represented owners, developers, buyers, and tenants in the robust industrial market along the Interstate 5 corridor between central Los Angeles and Orange County. He was a top producer in his division when he was recruited to the principal side at First Industrial.

EDUCATIONAL BACKGROUND

UNIVERSITY OF ARIZONA
Bachelor of Arts Degree
1999

LOYOLA HIGH SCHOOL
1995

ORGANIZATIONS & ASSOCIATIONS

- » AIR – American Industrial Real Estate Association – Member
- » CCIM – Certified Commercial Investment Member – Candidate
- » SIOR – Society of Industrial and Office Realtors – Past Affiliate Member
- » CoreNet – Corporate Real Estate Network – Past Member
- » IAMC – Industrial Asset Management Counsel – Past Member
- » NAIOP – National Association of Industrial and Office Properties – Past Member
- » CSCMP – Counsel of Supply Chain Management Professionals – Past Member

ACTIVITIES & INTERESTS

- » Fly-fishing, Cooking, Backpacking, Scuba Diving

ADDITIONAL INFORMATION

California Real Estate License #: 01308386

MARK T. MCDONALD
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