



Philip Buckley

Senior Vice President

Lic. 01209801

+1 760 822 9861

philip.buckley@cbre.com

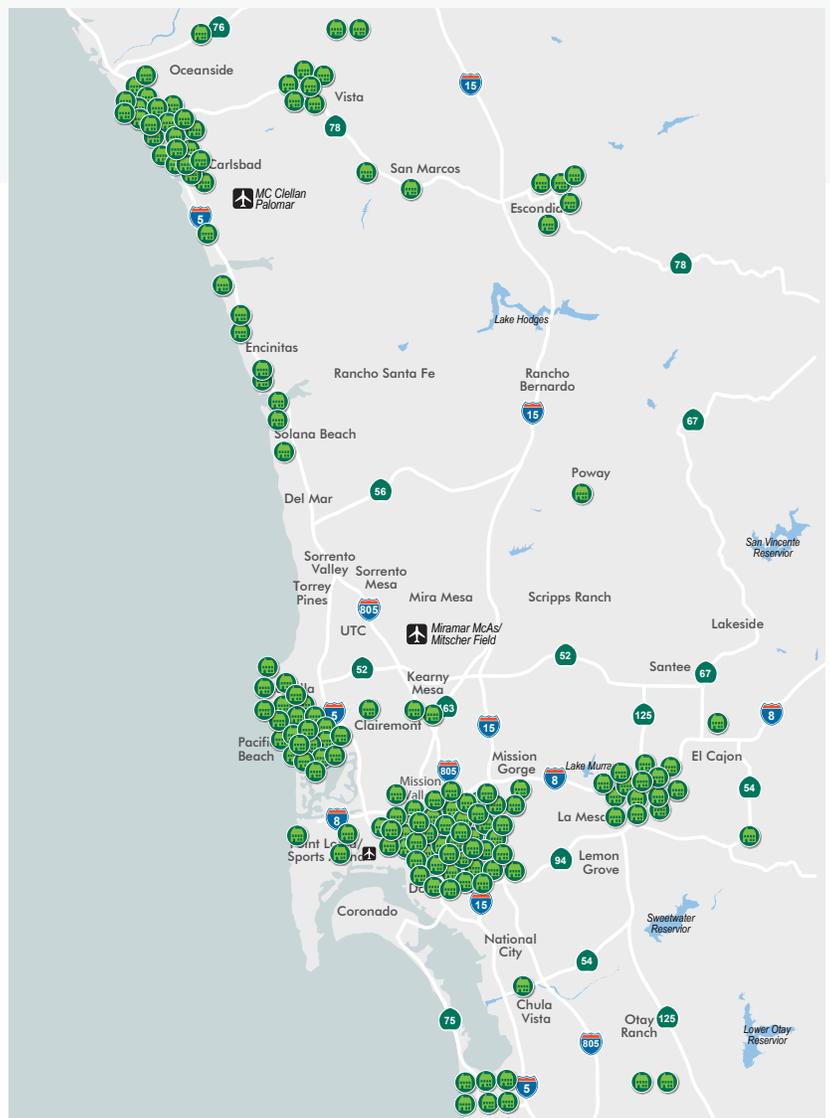
San Diego County

Apartment Sale Expert

Philip Buckley has successfully arranged the sale of hundreds of properties across San Diego County for a total consideration over \$1 billion, consistently delivering apartment owners the absolute highest prices in the market!

If you are considering the sale of your apartments, contact Philip Buckley for a property valuation and customized marketing strategy designed to achieve maximum return on investment.

Philip Buckley Sales - San Diego County



Marketing Process

Underwriting & Evaluation, Marketing Material, Exposure, Personalized Representation



Underwriting & Evaluation

- » Employ financial modeling to maximize sale price through credible underwriting easy to articulate to the market
- » Analyze all aspects of the investment to determine opportunities to create additional value



State of the Art Marketing Material

Custom Aerial Photography

- » Professionally Customized Marketing Collateral designed to generate wide interest from the most aggressive investors in the market



Comprehensive Market Exposure

Email, Direct Mail, Internet, & Personal Contact

- » Utilize proprietary Database with over 14,000+ Active Investors
- » Target market to most aggressive 1031 Exchange Buyers, Local Owner/Operators, Foreign Investors, Real Estate Companies, and Partnership/Syndicators
- » Exposure to all active San Diego County Apartment Brokers
- » Internet Marketing – Costar, Loopnet Premium, and MLS Sandicor
- » CBRE Deal Flow – Proprietary marketing platform with direct access to the largest network of apartment investors and brokers nationwide



Marketing Process

Underwriting & Evaluation, Marketing Material, Exposure, Personalized Representation

Personalized Representation

- » Philip Buckley will be single point of contact, personally responsible for ALL aspects of the sale process from underwriting through close of escrow
- » Deploy full complement of best in class resources to maximize marketing effectiveness
- » Create excitement for the offering
- » Evaluate, Advise, and Negotiate aggressively on your behalf
- » Clearly evaluate and articulate critical information to produce informed decisions, particularly relating to sale price, terms, buyer selection, contract negotiation, and escrow

“Awarded San Diego Business Journal’s Apartment/Multi-Family Deal of the Year. (\$5 Million)”

SAN DIEGO BUSINESS JOURNAL

The Marketing Team



Philip Buckley

Broker

Personally manages entire sale process



Kelly Keller

Admin Assistant

Provides direct administrative support to Philip Buckley



Irene Kelly

Graphic Designer

Designs and completes all marketing material



Sylvia Spille

Marketing Production

Production and delivery of all marketing material to market



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Education

- » Master of Business Administration, San Diego State University
- » Bachelor of Communications, San Diego State University

Partial Client List

- » WLA Investments
- » Northern Trust
- » Universal Holdings Development
- » Farmers & Merchants Trust
- » American Realty Advisors
- » Fowler Property Acquisitions
- » Holualoa Companies
- » Crown Capital
- » CLB Partners
- » United Development
- » F&F
- » Orka Holdings
- » Numerous private partnerships and investors

For the past 30 years, Philip Buckley has successfully arranged the sale of hundreds of multi-family and commercial properties for CBRE's market leading Investment Property Team. Mr. Buckley's recent marketing assignments resulted in the sale of 26 properties for a total consideration of more than \$100 million. While Mr. Buckley's primary focus is San Diego apartment sales, he has expertise in all property types (Multi-Family, retail, industrial, office, and land) and 1031 exchange. Mr. Buckley's credibility, resources, market knowledge, marketing expertise, and ability to articulate value, allow investors to achieve maximum results.

The CBRE Apartment Group is #1 in apartment sales on a national, regional, and local level. This is a result of CBRE offering the absolute best professionals, resources, process, and track record.

Significant Assignments (Partial List)

Property	Units	Location	Property	Units	Location
Collwood Pines	163	San Diego	Robinson Apts.	13	San Diego
Chateau Spring Hills	94	La Mesa	Madison Ave Apts.	12	Carlsbad
Citrous Court	88	Escondido	Artist Colony	10	Encinitas
La Casa Balboa	86	Clairemont	La Palma	10	Pacific Beach
Villas of La Mesa	86	La Mesa	Campus TH.	10	University Heights
Creekside Village	83	Escondido	Centre Street	9	Hillcrest
Chateau Terraces	56	La Mesa	Beach Villas	9	Carlsbad
Meadowlake MNR	44	Vista	Hornblend Apts.	8	Pacific Beach
Chateau Palms	40	La Mesa	Park Place	8	Kensington
Casa Riviera	28	Pacific Beach	South Pacific	7	Oceanside
Barbados Apts.	24	Carlsbad	1517 Reed	7	Pacific Beach
3550 Park Blvd Apts.	24	Hillcrest	4338 Campus	7	University Heights
Eldorado MNR	21	San Diego	4045 Mississippi	7	North Park
Tranquilla Apts.	20	Carlsbad	Sapphire Apts.	6	Pacific Beach
Breakwater	20	Carlsbad	Third Avenue Apts.	5	Hillcrest
La Jolla Seaview	19	La Jolla	1814 S Tremont	5	Oceanside
4424 Mississippi	18	University Heights	Cleveland TH.	4	University Heights
Dickinson Apts.	18	Hillcrest	Laguna Condos	4	Carlsbad
945 Pine Apts.	18	Hillcrest	1743 Oliver	4	Pacific Beach
Tres Palms	14	Hillcrest	3944 Georgia	4	Hillcrest

Prior Experience

After earning a BA in communications and an MBA in finance, Mr. Buckley joined one of the nation's largest commercial banks as a Financial Sales Officer, where he sold a full spectrum of commercial bank products. Then in 1996, Mr. Buckley joined CBRE selling apartments for San Diego's top producing Investment Property Team.

Professional Affiliations / Accreditations

- » CCIM
- » Licensed Broker – California Department of Real Estate
- » Juvenile Diabetes Research Foundation (JDRF)
- » Awarded San Diego Business Journal Apartment Deal of the Year