



JONATHAN SCHAEFLER

Managing Director, Capital Markets

CA RE License #02090577



Jonathan Schaefer is a Managing Director on the Northern California Capital Markets team with Newmark Knight Frank. He leads the team's equity structuring efforts and serves as the team's chief liaison for overseas marketing campaigns. Previously Mr. Schaefer was a real estate attorney with Gibson, Dunn & Crutcher in their Los Angeles office, where he focused on representing large capital providers in joint venture transactions for office, multifamily, retail, and other product types. Mr. Schaefer also has extensive experience in corporate real estate transactions and sale leasebacks. He has structured and negotiated joint ventures for over 40 properties with an aggregate value of over \$2.3 billion and has closed more than \$4.1 billion in sale transactions encompassing more than 5 million square feet throughout the San Francisco Bay Area.

Mr. Schaefer splits his time between San Francisco and Los Angeles.

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Professional Licensing

- ♦ California Dept of Real Estate – Broker
- ♦ California State Bar – Member
- ♦ New York State Bar – Member

Education

- ♦ J.D., University of Southern California Gould School of Law, 2010
- ♦ M.B.A., University of Southern California Marshall School of Business, 2010
- ♦ B.A., University of California, Berkeley, 2004

Areas of Specialization

- ♦ Joint Ventures and Recapitalizations
- ♦ Office, Multi-Family and Mixed-Use
- ♦ Sale Leasebacks

PARTIAL LIST OF SALE TRANSACTIONS:

PROPERTY	LOCATION	TYPE	VALUE
HQ @ First	San Jose, CA	Office	\$429,000,000
Uptown Station	Oakland, CA	Office	\$415,000,000
Treat Towers	Walnut Creek, CA	Office	\$190,000,000
180 Grand Avenue	Oakland, CA	Office	\$175,000,000
Market Square	San Jose, CA	Office	\$141,350,000
Creekside @ 17	Campbell, CA	Office	\$139,100,000
Murphy Crossing	Milpitas, CA	Office	\$130,000,000
Seagate HQ	Cupertino, CA	Office	\$107,500,000
Netflix HQ	Los Gatos, CA	Office	\$85,000,000
Belvedere Place	Mill Valley, CA	Office	\$70,500,000
260 Townsend	San Francisco, CA	Office	\$66,000,000

PARTIAL LIST OF JOINT VENTURE TRANSACTIONS:

PROPERTY	LOCATION	TYPE	VALUE
Camden Portfolio	Las Vegas, NV	Multi-Family	\$630,000,000
63-67 Wall Street	New York, NY	Multi-Family	\$430,000,000
San Francisco Ferry Building	San Francisco, CA	Retail	\$291,000,000
Taj Hotel	Boston, MA	Hotel	\$203,000,000
Kaiser Center	Oakland, CA	Office	\$197,000,000
50 West San Fernando	San Jose, CA	Office	\$166,500,000
Lafayette Parc Apartments	West Covina, CA	Multi-Family	\$74,000,000
810 Third Avenue	Seattle, WA	Mixed-Use	\$70,000,000
1402 3 rd Avenue	Seattle, WA	Mixed-Use	\$43,300,000
Universal Lofts	Los Angeles, CA	Multi-Family	\$39,000,000
Marathon Towers	Los Angeles, CA	Multi-Family	\$34,000,000