



# Brian Hennessey Commercial Real Estate

A 37-YEAR VETERAN OF THE COMMERCIAL REAL ESTATE INDUSTRY  
WITH OVER \$2BILLION IN TRANSACTIONS



**BRIAN HENNESSEY** is a leader in the commercial and investment arenas. Whatever the property and whatever the transaction, Brian delivers a level of awareness, trust and confidence that competitors simply simply can't match.

**BRIAN HENNESSEY**  
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## ABOUT BRIAN HENNESSEY

**A 37-year veteran of the commercial real estate industry** Brian has managed every aspect of the real estate transaction: from developing acquisition and disposition strategies; to conducting market and feasibility analyses; negotiating and executing leases and multi-state portfolio transactions totaling approximately 12 million square feet at values more than \$2 billion. Brian's broad-based experience as a broker and an investment entrepreneur, owner and manager also includes the development and implementation of property renovation plans, project and asset management as well as the negotiation of loan agreements.



### HE SERVED AS:

- Senior Vice President at Avison Young from Jan 2017- Aug 2021.
- Served as Senior Vice President at Colliers International from May 2012 - Jan 2017.
- 2012, Vice President at Younan Properties in Woodland Hills, where he headed up leasing on an 11.5 million square foot portfolio of office properties across the country.
- 2010, served as President of Westridge Realty Partners, a real estate investment company he founded in 2007. His accomplishments there include the syndication and acquisition of a five-building, 350,000 square foot office portfolio in Houston, TX and the development of a value enhancement program that added \$700,000 in rental income to the portfolio in the first 16 months of ownership.
- From 2003 through 2006 Brian served as SVP of Acquisitions & Dispositions at Younan Properties where he acquired over 9 million square feet of office properties across the country. Brian served as a Principal at Lee & Associates from 1993-1999. He then spent four years as a top producer at Grubb & Ellis Co. before joining Younan Properties as a Senior Vice President and head of acquisitions and dispositions in 2003.

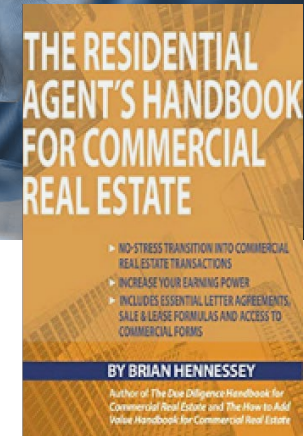
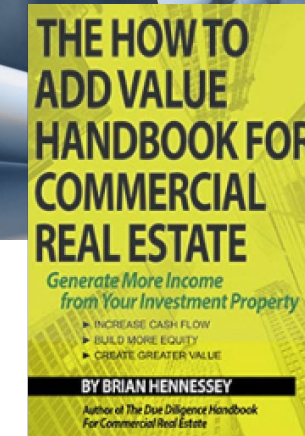
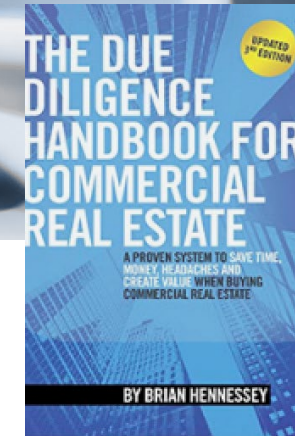


12 MILLION SF



\$2+ BILLION

## AUTHORED BOOKS



He is the author of the Amazon #1 bestselling book on commercial real estate: **The Due Diligence Handbook for Commercial Real Estate**

He has also authored:



**The How to Add Value Handbook for Commercial Real Estate**



**The Residential Agent's Handbook for Commercial Real Estate**

## FEATURED SERVICES



### Portfolio Review

Brian's extensive experience in acquisitions and dispositions across the country has given him a unique perspective on different locales, customs and commercial real estate values. He can offer some insights that can help you decide where you may consider investing, and how your CRE investments are performing in their respective market. He believes in providing his clients all of their options, so that they can make an informed and intelligent decision when it comes to their commercial real estate investments.



### Seller Representation

Brian can help you market your property to achieve its highest value. His approach to marketing helps to ensure that you're optimizing its value and securing a qualified buyer that has the highest probability of a successful close of escrow. His unique approach offers sellers a fresh and clear path to reaching their objective to the close of escrow with the least amount of stress.



### Buyer Representation

Since Brian has had the background experience of an investor, an acquisition/disposition executive and commercial real estate broker of over 12 million square feet, he can help real estate investors navigate transactions in order to maximize value and minimize risk. He teaches others the "Deep Dive" due diligence process when purchasing commercial real estate and conducts the process while helping others to invest. He's the author of the #1 Bestseller of commercial real estate books on Amazon, "The Due Diligence Handbook For Commercial Real Estate".



### Consulting

For those investors who are not sure where they are in the investment cycle of their property holdings; what type of strategy they'd like to implement, or just want to have someone guide them through the process, he offers his services on an hourly or per diem basis.

## CLIENT TESTIMONIALS



I have purchased four commercial properties that Brian had recommended, for a total of \$43,500,000. I am very pleased with the performance of all four properties, and with Brian's unbiased, professional service he provided as a broker. Brian also sold two commercial properties for me. On the sell side, **he was very effective, producing sale prices higher than I expected. Brian is a seasoned real estate professional that I would recommend to anyone** who is looking for representation to buy, sell or lease commercial real estate in Southern California.

*Michael Adler  
President, Adler Realty Investments*



I want to express my personal appreciation for having had you at my side throughout some of the most difficult (and complex) lease transactions of my 22-year career in real estate. From inception, **you exhibited an impressive knowledge** of each marketplace for numerous assignments by identifying and showing every conceivable relocation site for each assignment. **You offered unique and firm negotiating skills** yet tempered with a degree and professionalism not often found in the brokerage community. Your outstanding follow-up services, and dogged determination were key in making these leases happen.

**I have worked with many brokers through the years, both from the bank side as well as the brokerage side. You head the list!**

*Richard L. Hatfield  
Real Estate Manager, Corporate Real Estate,  
Bank of America*



I would like to thank you on behalf of the Association for the terrific job you did selling our Burbank property. We truly appreciate your professionalism throughout the transaction. You followed through and communicated regularly with us, informing us of every detail while looking after our best interests. **It has been a real pleasure doing business with you.**

*Stephen G. Scholle  
Billy Graham Evangelistic Association*



We have worked with several brokers in the last few years, they did not do their job. We were blessed when a dear friend in the commercial real estate business referred us to Brian. **From our first meeting we knew he was the right broker and the best broker.** Brian made the sale of our property stress free. He is a top professional in the field of multifamily and commercial property. **He is expert in all areas from presentation, finding the right buyers and he has impeccable integrity.** We highly recommend Brian to anyone who is interested in acquiring or selling their property.

*A. Stone.*



**Your creative approach to the negotiations, your excellent communications and professionalism was instrumental** in getting us the much-needed additional space as well as a favorable rental rate on our lease extension.

*Leonard T. Greenlee  
Manager, Information Technology,  
Baxter Healthcare Corporation*










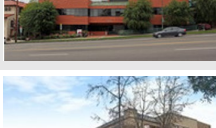

## FEATURED LANDLORD AND BUILDING REPRESENTATIONS


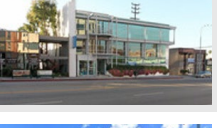


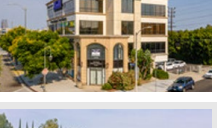




BUILDING ADDRESS	SQ FT	LANDLORD
16000 Ventura Blvd., Encino, CA	175,000	Arden Realty
16027 Ventura Blvd., Encino, CA	100,000	Commonwealth Partners
16530 Ventura Blvd., Encino, CA	162,000	Conn. General Life Ins.
2600 W. Olive Ave., Burbank, CA	145,000	CMS, Inc.
4111 W. Alameda Ave., Burbank, CA	100,000	Long Asset Management
15315 Magnolia Blvd., Sherman Oaks, CA	95,000	TA Associates
20700 Ventura Blvd., Woodland Hills, CA	84,000	TA Associates
6464 Canoga Ave., Woodland Hills, CA	63,000	Long Asset Management
10605 Balboa Ave., Granada Hills, CA	65,000	Emil Fish Company
4100 W. Alameda Ave., Burbank, CA	54,000	C.L. Peck Contractors
11365 Ventura Blvd., Studio City, CA	85,000	Motion Picture Industry Pension Fund
5353-5363 Balboa Blvd., Encino CA	97,000	VMS Properties
8121 Van Nuys Blvd., Van Nuys, CA	86,000	VMS Properties
11846 Ventura Blvd., Studio City, CA	36,000	Long Asset Management
610 N. Hollywood Way, Burbank, CA	28,000	The Chandler Group
4370 Tujunga Ave., Studio City, CA	25,000	Chimera Associates
4130 Cahuenga Blvd., Universal City, CA	72,000	Adler Realty Advisors
6025 Slauson Ave, Culver City, CA	41,000	Caremark Industries
27486 Agoura Rd. Agoura Hills CA	25,000	Cardinal Liberty
15515 San Fernando Mission Blvd.,Mission Hills, CA	126,000	Arteaga Development
21515 Vanowen St., Woodland Hills, CA	52,000	Long Asset Management
300 E. Magnolia Blvd., Burbank, CA	60,000	Arden Realty
333 N. Glenoaks Blvd., Burbank, CA	81,000	Arden Realty
303 N. Glenoaks Blvd., Burbank, CA	175,000	Arden Realty
601 S. Glenoaks Blvd., Burbank, CA	85,000	Arden Realty
5161 Lankershim Blvd., North Hollywood, CA	178,000	Arden Realty

## FEATURED TENANT REPRESENTATIONS











COMPANY	SQ FT	TYPE
Bank Of America	96,000	Various Lease Transactions
The Walt Disney Co.	350,000	Various Lease Transactions
Baxter HealthCare Inc.	92,000	Lease Division HQ
Transamerica Insurance Co.	183,000	Various Lease Transactions
ABC/ Viacom Lifetime Network	15,000	Sub-lease
Disney Family Trust	54,000	Office Building Sale
KPWR 106 Radio Station	8,000	Lease
KWKW 1330 Radio Station	9,000	Lease
ITC Entertainment Group	9,000	Lease
Glendale Federal Bank	19,000	Lease
Warner/Elektra/Altantic Records	4,000	Lease
Kaiser Healthcare	23,000	Lease Division HQ
Caremark	42,000	Sublease Division HQ
Boy Scouts of America	6,000	Lease Regional HQ
Liberty Livewire	30,000	Lease
Winston Tire Co.	24,000	Lease/HQ
Lotus Communications (KWKW 1380 Radio) Corp	9,500	Lease/HQ
National Diversified Sales	10,500	Lease/HQ
Avnet, Inc.	18,000	Lease


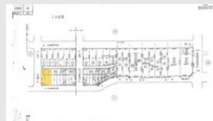

# FEATURED OFFICE BUILDING SALES TRANSACTIONS

	BUILDING ADDRESS	SQ FT	VALUE
	4100 Alameda Ave, Burbank, CA	54,000	\$16,800,000
	15315 Magnolia Blvd., Sherman Oaks, CA	96,000	\$12,640,000
	20700 Ventura Blvd., Woodland Hills, CA	83,000	\$11,370,000
	4130 Cahuenga Blvd. Universal City, CA	72,000	\$8,800,000 & \$13,524,000
	3601 Alameda Ave., Burbank, CA	20,000	\$5,125,000
	22801 Ventura Blvd., Woodland Hills, CA	48,000	\$4,920,000
	2520 Olive Ave., Burbank, CA	24,000	\$3,150,000
	3820 Del Amo Blvd., Torrance, CA	22,000	\$3,100,000
	299 W. Hillcrest Ave., Thousand Oaks, CA	42,000	\$2,350,000
	20350 Ventura Blvd., Woodland Hills, CA	21,000	\$1,675,000
	27489 Agoura Rd., Agoura Hills, CA	25,000	\$1,600,000

	BUILDING ADDRESS	SQ FT	VALUE
	3151 Cahuenga Blvd. W, Universal City, CA	35,000	\$3,750,000 & \$4,800,000
	18107 Sherman Way, Reseda, CA	27,000	\$1,850,000
	10045 Riverside Dr., Toluca Lake, CA	13,000	\$2,450,000 & \$7,300,000
	11860 Wilshire Blvd, West LA, CA	15,500	\$3,500,000 & \$4,650,000
	11511 Santa Monica Bl., West LA, CA	2,800	\$1,450,000
	600 N. Arrowhead Ave., San Bernardino, CA	41,000	\$2,250,000
	10884 Santa Monica Bl, West LA, CA	16,000	\$2,250,000
	5959 Topanga Canyon, Woodland Hills, CA	65,000	\$9,750,000
	12222 Merit Drive, Dallas, TX	399,000	\$24,000,000
	3010 LBJ Freeway, Dallas, TX	300,000	\$18,000,000
	2711 LBJ Freeway, Dallas, TX	215,000	\$12,800,000

# FEATURED OFFICE BUILDING SALES TRANSACTIONS

BUILDING ADDRESS	SQ FT	VALUE
 2645 LBJ Freeway, Dallas, TX (377 Room Hotel)	265,000	\$8,350,000 & \$13,000,000
 4041 Central Ave., Phoenix, AZ	400,000	\$20,750,000
 840 N. Harvard St., Lindsay, CA (Ind. & Manufacturing Plant)	135,000	\$3,500,000
 1450-1460 N. Lake Ave, Pasadena, CA	26,000	\$3,600,000
 2667 N. Moorpark Rd., Thousand Oaks, CA	17,000	\$2,200,000
 11311 South Street, Cerritos, CA	101,234	\$6,500,000
 1275 W Redondo Beach, Gardena, CA	14,042	\$5,770,000
 2210 W. Olive Ave, Burbank, CA	20,198	\$9,800,000
 18362-18424 Oxnard St, Tarzana, CA	186,249 (Land)	\$18,400,000
 5350 Riverton Ave, North Hollywood	4,473	\$2,495,000

BUILDING ADDRESS	SQ FT	VALUE
 24121-24133 Baywood, Valencia, CA (Retail)	8,652	\$6,350,000
 11523-11525 Chandler, North Hollywood, CA	11,456 (Land)	\$1,775,000
 11519 Chandler, North Hollywood, CA (Land)	7,004 (Land)	\$1,050,000

## LAND ASSEMBLAGE PROJECT SALES

In addition, he has worked on several land assemblage projects throughout his career; the largest being 28 properties assembled in Burbank, CA at the intersection of Hollywood Way and Verdugo, for a 246-unit multifamily project with a 35,000sf commercial office building.

- A four-property assemblage, plus the city's vacation of a street, for a 250,000sf shopping center in Studio City, CA, on a Ventura Boulevard, between Vineland and Tujunga.
- A five-property assemblage for a multi-family project of 156 Class "A" units in Thousand Oaks, CA. This was the first multifamily project approved and built in the city in the past twelve years from its completion.
- A two-property assemblage in Toluca Lake, CA for 28 apartment units, as well as a two-property assemblage in the Hancock Park area of Los Angeles, CA for a 48 unit multifamily project.

## FEATURED OFFICE BUILDING OUT OF STATE SALES

BUILDING ADDRESS	SQ FT	LANDLORD
Five Building Portfolio Purchase from Equity Office, Dallas, TX	1,800,000	\$185,000,000
7 Building Portfolio Dallas and Chicago From Transwestern Investment Co.	2,200,000	\$275,000,000
Five Building Portfolio Purchase Houston, TX	350,000	\$25,400,000
4041 N. Central Avenue Phoenix, AZ	400,000	\$21,000,000
3550 N. Central Avenue Phoenix, AZ	275,000	\$10,950,000
444 N. 44th Street Phoenix, AZ	138,000	\$20,500,000
151 Southhall Lane Orlando, FL	136,000	\$19,500,000
2211 Norfolk Street Houston, TX	206,000	\$22,500,000
4851 LBJ Freeway Dallas, TX	188,000	\$20,300,000
KPMG Center 171 N. Harwood Street Dallas, TX	830,000	\$77,000,000



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