

Professional Profile



Stan Mullin, SIOR, CCIM, CRE, FRICS

(expert witness – commercial real estate)

Mullin Capital & Asset Management, LLC

Managing Member

Newport Beach, California

Career Summary

- 2012- to date; estate trustee and expert witness; commercial real estate litigation; www.MCAreceiverships.com
- 2009-2011 – California Real Estate Receiverships, Newport Beach, CA; Sourced and was responsible for commercial receivership work www.calrer.com
- 1982-2008 - Grubb & Ellis, Newport Beach, CA; Leasing and Sales of industrial land and buildings; Excellence in Brokerage Award 1998 and 2002; Top 10 Producer, Broker of the Year (Irvine Co., O'Donnell, etc.), managed the Grubb & Ellis office in Irvine, CA for 5 years. www.Grubb-Ellis.com
- 2006 and 2007 President - Society of Industrial & Office Realtors (“SIOR”); Washington, D.C.; www.SIOR.com; industrial and office agents in North America – 5+ years in the business, averaging a minimum earnings \$150,000 USD/year (3,400 members)
- 2007 President - AIR Commercial Real Estate Association (“AIR CRE”), Los Angeles, CA; www.AIRECRE.com; all industrial and most office agents in Los Angeles, Riverside, San Bernardino and Orange Counties, CA (1,800 members)
- 2009 Trustee - Realtors Political Action Committee (RPAC); commercial affiliates (CRE, RLI, SIOR, CCIM) of the National Association of Realtors; <http://www.realtor.org/RPAC>
- Taught ethics and lease, purchase and agency contracts for Grubb & Ellis, SIOR, CAR, BOMA and AIR throughout the U.S.
- Has written numerous articles on the law and commercial real estate for Irvine Spectrum News; written on Deleveraging, The Federal Reserve, Commercial Real Estate Ethics, Sub-prime Credit Crisis and How CRE Brokers Should work with Receivers for SIOR’s magazine Professional Report; written for the Royal Institute of Chartered Surveyors on business ethics; most articles are posted on <http://www.stanmullin.com/articles/index.htm> , can be found on LinkedIn or my page on the Counselors of Real Estate site.
- Licensed California Real Estate Broker # 00833110

Memberships

- a. Society of Industrial & Office Realtors (Washington, D.C.)
www.sior.com
- b. CCIM Institute (Chicago); www.ccim.com
- c. Counselors of Real Estate (Chicago); www.cre.org
- d. Royal Institute of Chartered Surveyors – Fellow (London);
www.rics.org/americas
- e. Turnaround Management Association (Chicago);
www.turnaround.org
- f. California Receiver's Forum (Los Angeles);
www.receivers.org
- g. Orange County Bar Association; <http://www.ocbar.org/>
- h. Los Angeles County Bar Association; <https://lacba.org/>
- i. National Association of Realtors; www.realtor.org
- j. California Assoc. of Realtors; www.car.org
- k. AIR Commercial Real Estate <https://www.aircre.com/>

Not-For-Profit work

- Trojan Navy Foundation; (supports USC Men's Crew, Los Angeles) Founder and President;
<https://www.trojannavyfoundation.com/lander> (under construction)
- Scholars Hope Foundation (Huntington Beach) board member;
<https://www.scholarshope.org/>
- Real Estate Associates Program (Los Angeles); former instructor and Co-Leader in 2011 and 2012; www.ProjectReap.org
- Career Beginnings (Santa Ana, CA), former board member and past president; www.CBMP.org;
- Aids Services Foundation (Irvine); former volunteer; www.ocasf.org
- Orange County Performing Arts Center (Costa Mesa); Endowment Donor; <http://www.ocpac.org>

Honors

- "Broker of the Year" Award - Irvine Co. (1984, 1991, 1997, 1999, 2000, 2001)
- Top Producer - South Orange County Office (1988, 1990, 1994)
- "Honored Broker" Award - O'Donnell, Armstrong & Partners (1990)
- Largest South Orange County Building Transactions: 144,500' (1991), 135,778' (1992), \$16,000,000 / 20 acres (1995)
- Largest Orange County Building Transaction: 300,000' (1993)
- Top Ten Producer - Newport Beach/South County Offices (1993, 1994, 1995, 2001, 2002)

- Excellence in Real Estate Award Recipient - South Orange County / Newport offices (*"In recognition of overall excellence in real estate brokerage and an outstanding example of leadership, integrity, cooperation and technical expertise"*) 1992 and 1994.
- 2002 Recipient – SIOR Roy Seeley Award (*"For Maintaining the Highest Professional Standards and Generous Contribution of Leadership and Service to the Industry and Community"*)

Education

Stan graduated from the University of Southern California in 1980; B.S. Political Science.

Teaching & Affiliations

- Instructor – for BOMA (Indianapolis), Palm Springs Board of Realtors (Palm Springs), Calif. Assoc. of Realtors (Carmel) and SIOR (Chicago, D.C., Scottsdale, Denver, Dallas, Palm Desert, Toronto, Montreal, NYC, etc.) on *commercial real estate ethics and lease contracts*.
- Instructor for the AIR Forms Seminars (*purchase & lease contracts*); Nashville, Phoenix, Los Angeles, San Francisco, Las Vegas, San Diego, Newport Beach.
- Speaker for Coldwell Banker Commercial (Las Vegas) on *"The Impact of the Credit Markets on Commercial Real Estate and Rents, Issues and Profits Receivership"*.
- Speaker for the National Association of Realtors (NAR) annual fall conventions with NAR Chief Economist Lawrence Yuen on the *"Impact of the 2008 Credit Crisis on Commercial Real Estate"* (Las Vegas and San Diego).
- Speaker for SIOR (Toronto, Charleston, New York City, Vancouver and Chicago) on *"The Impact of the Credit Markets on Commercial Real Estate and Rents, Issues and Profits Receivership"*.
- Speaker for annual Southern California Appraisal Institute's <http://www.sccai.org/> Annual Market Trends Seminar on the *Orange County, CA industrial, office and retail markets*.
- Speaker for the La Jolla Democratic Club <http://www.lajollademocrats.org/> on the *"Market Meltdown & Credit Contraction"*.
- Judge for the 1998 National Association of Industrial & Office Properties ("NAIOP") www.naiop.com – "Spotlights Awards", Las Vegas.

Articles

- A Tenants Rights In A Commercial Real Estate Lease
- A Guide To Tenant's Rights In A Commercial Real Estate Lease
- Define Operating Expenses Before Signing A Commercial Real Estate Lease

- Tips For Commercial Real Estate Tenants - A Lack Of Specifics Can Be Costly
- Tips For Commercial Real Estate Tenants - More On The Lack Of Specifics
- Defining The Terms Of A Commercial Real Estate Lease
- Hot Button Lease Issues in Commercial Lease Agreements
- Tackling Hot Button Commercial Lease Issues
- Ask The Right Questions Before Signing A Commercial Real Estate Lease
- Landlord Representation - Building Real Value For Your Commercial Real Estate Landlord Clients
- Landlords, Tenants Should Set Auditing Guidelines
- Eviction - A Commercial Real Estate Landlord's Best Friend
- A Lack Of Specifics In Commercial Real Estate Lease Audits Can Be Expensive
- Operating Expenses - Are There Reasonable Rights To Audit?
- Operating Expenses - High Tech And Industrial Properties
- ...A Commercial Real Estate Buyer's Due Diligence
- As A Commercial Real Estate Seller - Consider These Provisions
- Commercial Real Estate Sellers Must Disclose Property Hazards
- Selling Commercial Real Estate Property. Deposits And Due Diligence Issues..
- Natural Hazards - Commercial Real Estate Seller Must Disclose
- Tax Notices In A Commercial Real Estate Sale Are More Important Than You Might Think
- Money Pit - 10 focal Points To Head Off Costly Expenses In A Commercial Real Estate Sale Or Lease
- Do You Need A Commercial Real Estate Loan? Get Started Early
- Documents Needed To Acquire A Commercial Real Estate Loan
- Know The Steps To Obtaining A Commercial Real Estate Loan
- Choosing A Commercial Real Estate Consultant
- What To Look For In A Commercial Real Estate Consultant
- For Sale: 62 Acres of Commercial Real Estate In The Irvine Spectrum
- The Irvine Company Industrial Real Estate Development Program Is

Taking Off

- Traffic Relief Is Well Within Our Sights – Orange County, CA
- Irvine Spectrum: An Ideal Commercial Real Estate Setting
- Telco Properties - The New Trend in Commercial Real Estate
- The Impact of Sub-Prime Defaults & Tighter Underwriting Standards on Commercial Real Estate
- Deleveraging: A Cure For The Subprime And Credit Market Meltdown
- Federal Reserve – How Will They Solve The Credit Crisis?
- Ethical Dilemmas In Business – Royal Institute of Chartered Surveyors

Previous Positions and Appointments

- CGGL Parkway, LLC vs. Reliant Financial Corp; Glen Schnablegger
- Delio Family Partnership v Pacific Loan Processors
- Douglas Emmett v El Torito Restaurants
- Newmark Merrill v Bruce Bertz
- Grigoryan v Kuiumdjian; Locker v Kuiumdjian
- Kim v. Golcheh - Golcheh v. Kim
- Monroe Industrial Ventures, LLC v Johnson
- Newport & VA Retail Centers LLC v Tracey and Michael Barton
- LBA v Hovanian Pacific Partnership Properties v Jason Zamani, et al
- Lee & Assoc v Alfaville

Specialties / Services (Areas of Expertise):_

- Landlord v Tenant,
- Buyer v Seller,
- Landlord / Tenant v Broker,
- Seller / Buyer v Broker,
- Borrower v Lender,
- Yield Maintenance,
- Ground Lease,
- Sublease,
- Escrow,
- Title,
- Eviction,
- Property Management,
- Land Use, Zoning,
- Tenant / Buyer authority,
- Environmental claims, etc.