



**R. CHRISTIAN SONNE, CRE,
MAI, FRICS**

**Executive Vice President, Co-
Leader-Self Storage Practice**



Newmark Knight Frank
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Years of Experience

35 Years

Areas of Specialization

- Valuation & Advisory
- Self storage

Professional Background

R. Christian Sonne, CRE, MAI, FRICS, joined Newmark Knight Frank Valuation & Advisory in 2019 as a senior vice president in the Irvine, California, office. Mr. Sonne is also co-leader of the Self Storage Specialty practice. He brings to his position 35 years of experience valuing and advising on a wide variety of commercial real estate property types.

Mr. Sonne's self storage expertise allows him to obtain data, conduct research, complete market reports, assess feasibility, value and provide consulting services related to the economics of self storage. Mr. Sonne has been a featured or keynote speaker at more than a dozen self storage-related conferences, and he is the author of the "Self Storage Economics and Appraisal" seminar sponsored by the Appraisal Institute, which has been taught in 12 states since 2004. In 2012, the Appraisal Institute published his book on self storage valuation. Further appraisal experience includes office buildings, commercial retail, industrial, single and multi-family, motels, raw land, subdivisions, special use, proposed developments and self storage throughout the United States and Canada.

Prior to Newmark Knight Frank, Mr. Sonne was an executive vice president and leader of the National Self Storage Valuation Group for Cushman & Wakefield's Valuation & Advisory Services Group.

Professional Achievements – Publications

- "Self Storage Economics," *Appraisal Journal*, 2013
- Self Storage Economics and Appraisal, Appraisal Institute, 2012
- "Redefining Core Real Estate: Investing in the New Realty," *The Real Estate Finance Journal*, 2010

Professional Achievements – Presentations and Seminars

- New York Self Storage Association, panelist, January 2019
- Society of Chief Appraisers, Los Angeles Federal Reserve, October 2018
- Texas Self Storage Association: market update on self storage sector trends, June 2018
- Commercial Real Estate Professionals Orange County: presented self storage market report, July 2017



- ♦ UBS Annual Self Storage Summit: led a panel discussion and one-on-one meetings about various self storage topics, January 2017
- ♦ New York Self Storage Association: keynote speaker and presented 2016 market report, January 2017
- ♦ Self Storage Association Economic Summit: self storage trends panel, March 2016
- ♦ UBS Annual Self Storage Summit: panel discussion and one-on-one meetings on various topics in the self storage industry, January 2016
- ♦ New York Self Storage Association: keynote speech and presented 2015 market report, January 2016

Licenses and Designations

- ♦ Member, Counselors of Real Estate (CRE)
- ♦ MAI designation, Appraisal Institute
- ♦ Fellow, Royal Institution of Chartered Surveyors (FRICS)
- ♦ Certified general real estate appraiser, state of California

Education

Mr. Sonne earned a Bachelor of Science degree in political science from the University of Utah.