

SAM S. MANOUKIAN, CCIM

COMMERCIAL PROPERTY INVESTMENTS
DPI-DIVERSIFIED PROPERTY INVESTMENTS

CEO

516 BURCHETT ST.
GLENDALE, CA. 91203
818.334.3451
DRE #: 00967674

REAL ESTATE HISTORY 35+ YEARS

- RANKED AS THE #1 RE/MAX COMMERCIAL REAL ESTATE AGENT IN THE WORLD - 2008
- MORE THAN \$1 BILLION IN RECORDED REAL ESTATE TRANSACTIONS
- COURT RECOGNIZED EXPERT WITNESS IN COMMERCIAL REAL ESTATE TRANSACTIONS
- OBTAINED CALIFORNIA REAL ESTATE LICENSE ON JUNE 18, 1987
- JOINED RE/MAX OF GLENDALE IN 1989 (NOW RE/MAX OPTIMA)
- OBTAINED THE CCIM DESIGNATION ON NOVEMBER 10, 1999
- MANAGING PARTNER FOR ZHS DEVELOPMENT
- MANAGING PARTNER FOR TRIBECA INVESTMENTS
- CEO OF DPI - DIVERSIFIED PROPERTY INVESTMENTS
- CEO OF DPI - DIVERSIFIED PROPERTY MANAGEMENT

MEMBERSHIPS

- CITY OF GLENDALE POLICE CHIEF'S APPOINTEE TO THE GLENDALE CPAC
- CITY OF GLENDALE MAYORAL COMMISSIONER APPOINTEE TO THE GLENDALE CIVIL SERVICE COMMISSION
- CITY OF GLENDALE APPOINTEE AS COMMISSIONER OF THE GLENDALE BOARD OF ZONING APPEALS/
PLANNING COMMISSION
- MEMBER OF THE AMERICAN INDUSTRIAL REAL ESTATE ASSOCIATION
- MEMBER OF THE GLENDALE ASSOCIATION OF REALTORS
- MEMBER OF THE SAN FERNANDO VALLEY ASSOCIATION OF REALTORS
- MEMBER OF THE CALIFORNIA ASSOCIATION OF REALTORS
- MEMBER OF THE VICTOR VALLEY MLS
- MEMBER OF THE NATIONAL ASSOCIATION OF REALTORS
- MEMBER OF THE GLENDALE POLICE CHIEF ADVISORY COMMITTEE
- EXECUTIVE COMMITTEE FOR GLENDALE - LA CRESCENTA RED CROSS
- MEMBER OF ICSC (INTERNATIONAL COUNCIL OF SHOPPING CENTERS)
- MEMBER OF MRMLS

EDUCATION

CCIM - THE CERTIFIED COMMERCIAL INVESTMENT MEMBER (CCIM) IS A RECOGNIZED EXPERT IN THE DISCIPLINES OF COMMERCIAL AND INVESTMENT REAL ESTATE. A CCIM IS AN INVALUABLE RESOURCE TO THE COMMERCIAL REAL ESTATE OWNER, INVESTOR, AND USER, AND IS AMONG AN ELITE CORPUS OF 7,500 PROFESSIONALS ACROSS NORTH AMERICA WHO HOLD THE CCIM DESIGNATION.

RECOGNIZED FOR ITS PREEMINENCE WITHIN THE INDUSTRY, THE CCIM CURRICULUM REPRESENTS THE CORE KNOWLEDGE EXPECTED OF COMMERCIAL INVESTMENT PRACTITIONERS, REGARDLESS OF THE DIVERSITY OF SPECIALIZATIONS WITHIN THE INDUSTRY.

LESS THAN 1% OF THE WORLD'S COMMERCIAL REAL ESTATE PROFESSIONAL HOLD THE COVETED CERTIFIED COMMERCIAL INVESTMENT MEMBER DESIGNATION.

- CI 100 – CCIM MARKETING TECHNIQUES FOR LEASING AND SELLING COMMERCIAL PROPERTIES - JANUARY 8, 1990
- CCIM FUNDAMENTALS OF REAL ESTATE INVESTMENTS AND TAXATION - APRIL 4, 1990
- CCIM CI 401 – INTRODUCTION TO COMMERCIAL REAL ESTATE ANALYSIS - SEPTEMBER 7, 1995
- CI 406 – CCIM NEGOTIATION WORKSHOP FOR COMMERCIAL REAL ESTATE - AUGUST 1, 1992
- CI 201 – CCIM MARKET ANALYSIS FOR COMMERCIAL INVESTMENT REAL ESTATE - JUNE 28, 1997
- CI 407 – CCIM ADVANCED TECHNIQUES IN MARKETING AND LEASING - MAY 10, 1997
- CI 301 – CCIM DECISION ANALYSIS FOR COMMERCIAL INVESTMENT REAL ESTATE - JULY 25, 1997

- **UNIVERSITY OF PENNSYLVANIA**- UNIVERSITY OF SHOPPING CENTERS
 - SD 502- CONSTRUCTION MANAGEMENT PRINCIPLES AND PRACTICES
 - SD 503- MIXED-USE URBAN INFILL DEVELOPMENT OPPORTUNITIES
 - GS 104- DEVELOPING YOUR CENTER'S BUSINESS PLAN
 - SC 305- DEVELOPING NEIGHBORHOOD CENTERS ANCHORED BY SUPERMARKETS AND DRUG STORES
 - SF 406- ACQUISITIONS: FROM NEGOTIATION TO DUE DILIGENCE
 - SD 501- DEVELOPMENT AND DESIGN PRINCIPLES AND PRACTICES
 - LOS ANGELES VALLEY COLLEGE

AWARDS

- RANKED #1 RE/MAX COMMERCIAL AGENT IN THE WORLD FOR 2008 WITH HIGHEST DOLLAR SALES AMONG MORE THAN 110,000 AGENTS WORLDWIDE FROM OVER 5,000 OFFICES IN 80 COUNTRIES

- RE/MAX CHAIRMAN'S CLUB **2005-2018**

THE CHAIRMAN'S AWARD WAS CREATED BY RE/MAX INTERNATIONAL TO HONOR THE MOST ELITE GROUP OF HIGH PRODUCING REAL ESTATE PROFESSIONALS. CHAIRMAN'S AWARD RECIPIENTS ARE PART OF THE TOP 1% OF THE 100,000 ASSOCIATES IN THE RE/MAX NETWORK.

- AWARDED RE/MAX PLATINUM CLUB-**2002 & 2003**

THE PLATINUM CLUB WAS FIRST INTRODUCED IN 1994 TO RECOGNIZE THE SIGNIFICANT INCREASE IN EARNINGS AMONG THE VERY HIGHEST PRODUCERS IN THE RE/MAX SYSTEM. MEMBERS OF THE PLATINUM CLUB QUALIFY BY HAVING EARNED BETWEEN \$250,000 AND \$499,999 IN GROSS COMMISSIONS DURING THE PRECEDING CALENDAR YEAR. PLATINUM CLUB MEMBERS ARE RECOGNIZED BY BOTH RE/MAX OF CALIFORNIA & HAWAII AND RE/MAX INTERNATIONAL.

- AWARDED RE/MAX HALL OF FAME AWARD – **2004**

RE/MAX INTERNATIONAL AWARDS THE HALL OF FAME, LIFETIME ACHIEVEMENT AND CIRCLE OF LEGENDS AWARDS AND IT IS THE RESPONSIBILITY OF THE ASSOCIATE TO COMPLETE AND SUBMIT APPLICATIONS FOR THESE AWARDS. RE/MAX INTERNATIONAL ALSO PRESENTS 100% CLUB, PLATINUM CLUB AND CHAIRMAN'S CLUB TROPHIES ONLY TO THOSE WHO ATTEND THE RE/MAX INTERNATIONAL CONVENTION.

- AWARDED RE/MAX 100% CLUB – **1994-2001**

MEMBERS OF THE 100% CLUB QUALIFY BY HAVING EARNED BETWEEN \$100,000 AND \$249,999 IN GROSS COMMISSIONS DURING THE PRECEDING CALENDAR YEAR. THIS AWARD IS PRESENTED TO THE TOP 1 PERCENT OF ASSOCIATES AFFILIATED WITH RE/MAX IN THE UNITED STATES EACH YEAR.

CLIENT REPRESENTATION/CONSULTATION

(PARTIAL CLIENT REGISTRY)

- SHELL OIL PRODUCTS, US
- LAW OFFICES OF MATTHEW KUNDINGER
- REMEDY DRUGS
- SIDEWALK CAFÉ
- MODERN ENGINE
- TEXACO
- EQUILON ENTERPRISES, LLC
- ZHS INVESTMENTS, LLC
- NV HOLDINGS, LLC
- COLDSTONE CREAMERY
- TRIBECA INVESTMENTS GROUP, LLC
- SOUTH PASADENA UNIFIED SCHOOL DISTRICT
- GLENDALE UNIFIED SCHOOL DISTRICT
- COVINA VALLEY UNIFIED SCHOOL DISTRICT
- CHINO HILLS UNIFIED SCHOOL DISTRICT
- A & S ENGINEERING
- ASHDON DEVELOPMENT, LLC
- STEAMER CLEANERS
- CAPITOL FINANCING
- NATIONAL BANK OF CALIFORNIA
- INTERCORP DEVELOPMENT
- MANUELIAN ENTERPRISES
- ESSEX PROPERTY TRUST
- CHANDLER PRATT
- HOLLAND PARTNERS
- EQUITY RESIDENTIAL TRUST
- CARMEL PARTNERS
- GLENDALE INVESTMENTS
- MASTERS BUILDERS
- PASADENA UNIFIED SCHOOL DISTRICT