

W. Eric Paulsen

Regional President, Brokerage

Kidder Mathews

I have been involved in the real estate industry since 1988 and directly involved in the buying, selling, brokering, managing, underwriting, developing and auctioning of over \$10B in commercial real estate assets across the United States in all product types.

In July 2021, I joined Kidder Mathews as the Regional President, Brokerage, with the responsibility of overseeing and managing 3 Southern California offices and 1 Arizona office consisting of approximately 150 brokers, property managers, appraisers and support staff.

Prior to Kidder Mathews, I was 1) a Founding Member of Topside Real Estate, a boutique firm designed to help our clients maximize the value and efficiency of their real estate portfolios, 2) Managing Principal for Cushman & Wakefield, responsible for the Company's Orange County and Inland Empire offices, with 180 employees focused on all aspects of commercial real estate, 3) Co-Chief Executive Officer enlisted to form Auction.com Commercial, an entity focused on transacting third party, commercial real estate and non-performing loans utilizing an online based auction platform, 4) Vice President-Acquisitions/Dispositions for LNR Property Corp with the responsibilities of acquisitions and dispositions nationwide, and 5) Vice President at CB Richard Ellis focused on investment sales of commercial real estate.

I hold officer positions and sit on multiple boards of real estate, non-profit and charitable organizations, including NAIOP So Cal (President/Executive Committee), a 1,300 member national commercial real estate organization, Building Block Foundation Fund, CDM High Alumni Association (Co-Chair), and the CDM High School Girls Tennis Foundation (President).

