

*Real
Estate
For
Charities*

Chase V. Magnuson

President

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Extensive background in corporate consulting and commercial investment real estate. Developed national program to assist in facilitating donations of corporate and individual real estate assets to charities. Involved in over two hundred transactions having over \$1 billion cumulative value, including disposition of \$250 million in bank REO, non-performing loan portfolio. Possess substantial experience across the entire spectrum of real estate activities including land development, commercial and residential sales, commercial leasing, and property management. Winner of many awards for creative real estate transactions. Certified Commercial Investment Member (CCIM). Certified International Property Specialist (CIPS).

Real Estate For Charities, Albuquerque, NM 2000-Present
Facilitating donations of real estate to charities. Established public charity, National Real Estate Foundation, to act as accommodator for charities unable to accept gifts of real estate.

CarrAmerica/Carr Real Estate for Charities, Costa Mesa, CA 1998 – 1999

Vice President

Created and served as chief operating officer for Carr Real Estate for Charities, a division of CarrAmerica (NYSE/CRE), a \$4 billion in assets REIT. This division was designed to fuel CarrAmerica's growth outside of its traditional REIT business.

- Developed clearinghouse for real estate consulting, property management and sales services for estate planning and philanthropic professionals. This rapidly emerging market is estimated to contain \$4.8 trillion in real estate assets that will be transferred through estate transactions in the next ten years.
- Created a national marketing campaign to support charities in the acceptance and disposition of real estate donations. Developed the web site; www.realestateforcharities.com to market real estate services on the Internet and online sales for related publications and training seminars.
- Established strategic alliances with organizations such as PriceWaterhouse/Coopers, The Prudential, and the National Development Council to provide additional professional services to clients.

Beitler Commercial Realty Services, La Jolla, CA 1996- 1998

Director

Developed and managed the Beitler division providing brokerage, consulting and evaluation services for 501(c)(3) charitable foundations. Beitler is a Los Angeles based commercial real estate firm with \$200 million in annual sales, over 90 agents and an international affiliation with GVA Worldwide.

- Facilitated national training programs for the American Cancer Society, United Way of America and the National Council for Planned Giving. Developed new market material on guidelines for donations of real estate for charities and donors. Delivered presentations on the marketing of real estate donations to the Salvation Army, Scripps Hospital Foundation, George Washington University and the United Way.
- Developed a national network of 9000 commercial brokers to handle the complete process on donations of real estate to charities.

The Prudential Real Estate Affiliates, Costa Mesa, CA

1992 – 1996

Consultant

Commercial and Investment consultant for Prudential Real Estate Affiliates in the Western Region of the U.S. Provided real estate transaction advice, management consulting services, business development and business referral services to 225 real estate offices with 8,000 agents producing \$3 billion in annual real estate revenue.

- Created and managed the Commercial Referral Division for the USA and Eastern Canada that was Prudential's first organized referral network for commercial real estate services. The network processed over \$50 million in referrals each year.
- Negotiated a \$100 million service contract for the sale of an RTC vacant land portfolio. The service contract was assigned to several Prudential affiliate offices.
- Designed courses dealing with current trends in the industry involving REO 1031 Exchanges and liquidation of properties donated to charities. The courses were presented more than 2000 agents.
- Advised franchise owners on recruiting budgets, marketing plans, and strategies to remain current with market trends.

Long & Foster Commercial Real Estate, Washington, D.C.

1990 – 1992

Vice President

Created the Distressed Asset Division of this firm to manage and sell institutional REO. Long & Foster is the third largest privately owned real estate brokerage firm in the U.S. with over 5000 agents and \$5 billion per year in real estate sales.

- Directed national sales program to liquidate \$250 million in REO and monitored loans held by Society for Savings, CT. The program handles a wide variety of properties in several states. Used exchanging techniques to dispose of assets and to dissolve loan participants. Many assets were liquidated through this process.
- Fee consultant to help evaluate mortgage positions and provide asset valuation on properties for several Washington D.C. area banks and thrifts.

Chase Magnuson Real Estate Company, Albuquerque, NM

1974 – 1990

President

Owner and CEO of a commercial and investment real estate firm. Performed brokerage activities on a wide variety of commercial properties including office buildings, warehouses, retail centers, and commercial land development.

- Located and negotiated the land acquisition and development of 700 single-family lots with a market value of \$18 million.
- Named as the agent for a Foreign Trade Zone, which involved substantial interactions with U.S. Senators and Congressmen. Established the basis for New Mexico's first trade zone. The Zone provided import/export tax savings of six to eleven percent of gross sales for local manufacturers.
- Acted as a consultant to banks and savings and loan institutions for their problem loans and REO.
- Specialized in brokerage of tax-deferred exchanges under Sections 1031 and 1034 of the IRS Code.

EDUCATION

Bachelor of Science, Ball State University, Muncie, Indiana