EXECUTIVE PROFILE

JUVE PINEDO

Senior Vice President



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BIOGRAPHY

PROFILE

Juve Pinedo is a Senior Vice President for Lee and Associates - Investment Services Group (ISG). From 2007 to 2015 Juve was extremely successful in developing relationships with banks and lenders and was retained by over 20 institutions to advise on, market and sell bank owned commercial real estate and land. He is what the industry refers to as "client driven". Regardless of product type and location, his main objective is to meet the real estate needs and wants of his clients and moderate the successful transaction between Seller and Buyer.

He has been retained to exclusively advise on disposition strategies of various real estate asset types in including office/retail/industrial buildings, tennis and aquatic facilities, mining operations, and various raw and entitled commercial, residential and special purpose land in California, Colorado and Texas. He has worked with various government agencies including flood control districts, economic development, conservation groups and various cities throughout Orange, Riverside and San Bernardino counties. Over the last 12 months Mr. Pinedo has marketed and/or sold over 2,700 acres in southern California and over 40,000 square feet of office space. Recently noted, Mr. Pinedo was the sole broker in one of the largest quarries with mining operations in California to ever trade hands. Over the last few years, Mr. Pinedo has established relationships with local and regional aggregate and mining firms, geologist and mining consultants and local and state agencies. As of today, Mr. Pinedo has been retained to exclusively market and sell real estate with various mineral resource deposits including hard rock, limestone, sand and gravel, shale, gypsum and talc. In California, he is currently working on sites from Humboldt County to Riverside County. Most recently, Mr. Pinedo and his team were recently retained to sell a 430-acre site containing over 100 million tons of limestone and dolomite deposits in San Bernardino County. The property was recently granted Vested Mining Rights and is adjacent to rail, paved roads and local and interstate highways.

Mr. Pinedo was born and raised in Santa Ana, California. He attended Saddleback High School and went on to CSU Fullerton obtaining a degree in Kinesiology; without a healthy mind and body, nothing else matters. He has completed various CCIM Core courses and is on his way to earning his CCIM Designation. Mr. Pinedo currently lives in Orange County, CA. with his wife Claudia, daughters Camila, Olivia, Silvia and dog "Shelby".

KEY AFFILIATIONS

- CCIM Institute
- National Assn. of Industrial and Office Properties (NAIOP)

COVERAGE AREA

National Coverage (via joint efforts with +/- 60 Lee and Associates offices and local experts nationwide)

PRODUCT TYPE

- All Land
- Mines, Quarries & Mineral Resources
- Industrial

LEE & ASSOCIATES COMMERCIAL REAL ESTATE SERVICES INVESTMENT SERVICES

CONTACT JUVE PINEDO

C 714.348.6099 **F** 714.617.9106

juve.pinedo@lee-associates.com lee-ISG.com

515 S. Flower Street, 36th Floor Los Angeles, CA 90071 CalBRE: 01810823

PARTIAL CLIENT LIST

- 1st Pacific Bank
- ► C & R Farm
- ▶ Diamond Valley Sand & Rock
- ► Central Pacific Bank
- Werner Corporation
- ► California Business Bank
- ► Citizens Business Bank
- ► Community West Bank
- ► East West Bank
- ► Far East National Bank
- ▶ Mariner R.E. Management
- YK America
- ▶ First Bank
- ► Golden Security Bank
- NARA Bank
- Opus Bank
- Pac City Bank
- Point Center Financial
- Preferred Bank
- RBC Bank
- ► Saigon National Bank
- ▶ San Diego Private Bank
- Sunwest Bank
- ▶ Western Alliance Bancorp
- ► Lansing Companies
- ► Cohen Financial
- City of San Bernardino
- ▶ Chandler Aggregates

LOCAL EXPERTISE INTERNATIONAL REACH, WORLD CLASS.

RESUME

OBJECTIVE

To meet the real estate needs and wants of his clients and moderate the successful transaction between Seller and Buyer.

EXPERIENCE

Senior Vice President

Lee & Associates - Investment Services Group

2013 to Present

- Market and sell commercial real estate, residential subdivisions and commercial land
- Represent Banks and Lenders in the sale of commercial REO properties including office buildings, land, unfinished construction projects, and residential subdivisions
- Planned, held and moderated Broker Roundtables with various Cities in Ca for the purposes of establishing awareness and creating deal making environments with agents and brokers
- Develop and maintain a large network base of real estate brokers, real estate agents, appraisers, contractors, developers, investors, and city officials
- Develop marketing packages, flyers, and DVD media to negotiate multi-million dollar commercial/land sales transactions
- Understand aspects of land development and construction including conditions of approval, Pro-Forma
- Analysis, cost analysis, entitlements, land residual, etc.

Commercial Real Estate Agent

Rancon Real Estate 2007 to 2013

- Market and sell commercial real estate, residential subdivisions and commercial land.
- Represent Banks and Lenders in the sale of commercial REO properties

EDUCATION

- Cal State Fullerton, B.S. Kinesiology
- CCIM Institute, Certified Commercial Investment Member, Expected 2019

LANGUAGES

Spanish (read, write, and speak)

AWARDS

Top Producer, Lee and Associates - Investment Services Group - 2014, 2015, 2017, 2018



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January 19, 2011

RE: Juve Pinedo, Rancon Real Estate

To Whom it May Concern:

This letter of recommendation is for Juve Pinedo, Rancon Real Estate.

I am the REO Consultant with Golden Security Bank in Rosemead, CA. I have had the pleasure of working with Juve for the past year and in that time, he has sold many properties for me.

All of these properties were REO properties and they were not always in the best condition. I have found that Juve gives great advice in the disposition of these properties and goes above the normal Commercial Broker relationship.

Juve has a "Can Do" attitude with all properties whether they are vacant land or Commercial buildings.

I cannot state enough that his great communication skills as well as Real Estate expertise has been a great asset for me and my job.

If you have any additional questions regarding Juve Pinedo, I would be glad to answer them and will continue to use Juve in the future.

Sincerely,

Marilyn Bernhardt

navyn Behart

REO Consultant

Member FDIC



March 8, 2011

Dear Sir or Madam:

I am pleased to recommend Juve Pinedo to you. Mr. Pinedo has successfully represented First Bank on the sale of a property in Riverside County and he is currently marketing another property for us in the same area. The closed sale was a complicated transaction. Mr. Pinedo was professional and persistent in moving the deal through to completion in a timely manner. He continues to work diligently on behalf of the Bank.

Mr. Pinedo came to us through his own efforts. He sourced defaulted and REO properties in his area and presented his credentials for our consideration. His persistence led us to give him the opportunity to represent us and, thus far, he has performed well.

Mr. Pinedo is presently working towards his California Broker's License and his CCIM designation. These credentials will enhance the solid foundation he has as a real estate professional and enable him to provide an even greater level of service to his clients. We commend him in his efforts.

Sincerely,

First Bank

iz Van De Vanter, SVP



VIA U.S. MAIL

January 9, 2012

Juve Pinedo Rancon Real Estate 41391 Kalmia St., Suite 100 Murrieta, CA 92562

Re: San Bernardino REO Listing

Dear Mr. Pinedo,

I wanted to thank you in writing for your handling of the Bank's former San Bernardino REO. It was a difficult property to sell and you had it in escrow within a month of listing it. Further, the escrow ran smoothly in what otherwise could have been a bumpy transaction. I happily recommended your services to Bank employees. Thanks again.

Sincerely,

Michael F. Will

Vice President, Attorney Special Assets Department Gerald W. Widasky San Diego, CA Cell (858) 776-2264

April 25, 2011

To Whom it May Concern:

RE: Juve Pinedo, Broker, Rancon Real Estate

By means of this letter it is my pleasure to share the results my professional experience with Juve Pinedo. While I was a Senior Vice President of Credit Administration at 1st Pacific Bank of California, in San Diego, CA, I had several occasions when our bank used Juve as the listing agent for foreclosed properties the bank was trying to sell. Of particular interest were properties in the Inland Empire, land parcels for single family development and construction.

We had previously listed the properties with other brokers who, after several months, had developed offers that we considered to be in the category of "bottom feeders", and we rejected all such offers. At the end of the respective listing agreements, we listed with Juve Pinedo. Within three months he brought in several offers, at far more realistic amounts, and we accepted first one and then the rest over the next few months.

Juve proved himself to be hard working, diligent, smart and productive. I have since referred him to other bankers, and never heard any negative feedback about him. I would encourage consideration of him as one of a "short list" of approved listing agents.

Gerald W. Widasky



Newport Beach, CA 92660 (949) 851-6517

May 4, 2011

Re: Juve Pinedo, Rancon Real Estate

To Whom It May Concern:

We are please to provide this letter of recommendation for Juve Pinedo of Rancon Real Estate.

Central Pacific Bank had the pleasure of working with Mr. Pinedo as the seller's agent in the successful closing of an OREO property in San Jacinto, CA. Terms of the purchase contract executed were fully satisfied. Furthermore, the sale proceeds realized by the bank exceeded our internal expectations.

From a seller's perspective, selecting the right broker in a disposition effort is critical to a sale. Mr. Pinedo's knowledge of the market and thorough investigation of the asset enabled the bank to have the upper hand in negotiating the sale, in spite of the challenging real estate market conditions. From the signing of the listing agreement to closing the transaction Mr. Pinedo was in constant communication with the bank; his ability to "look outside the box" in marketing the property also generated multiple offers.

We were very pleased with Mr. Pinedo's professionalism and hard work in helping our company sell this property and certainly would engage his services again should the need arise.

Sincerely,

Central Pacific Bank

Kenneth West

Vice President – Special Assets



May 23, 2012

We worked with several brokers prior to working with Juve Pinedo. Juve exceeded our expectations with his knowledge and communication of commercial real estate over the course of our purchase. What sets Juve apart from other brokers is that he actually spent time in understanding our business model and plan to find a building that would suit our business needs. Because of Juve's diligent work and effort, we were able to purchase a property for medical use. We would highly recommend him as your commercial real estate advisor for the Orange County Marketplace.

Tony Ortiz, Ph.D.

Chief Executive Officer

Orange County Neuropsychiatric Research Center, LLC



August 14, 2013

RE: Letter of Recommendation

This is by way of reference for Juve Pinedo, Rancon Real Estate.

He successfully represented our company in the recent sale of residential land property located in Riverside County. It is my great pleasure to recommend the brokerage services of Juve Pinedo. On a personal note Juve is a pleasure to work with and demonstrated great effort in reaching a successful sale on Pacific Western Banks behalf.

Should you have any questions or concerns, please feel free to contact the undersigned.

Sincerely,

David Jensen Vice President Special Assets 619-338-1407

djensen@pacificwesternbank.com



Date: 12/20/13

To: Juve Pinedo

From: Max Hoffmeier

Re: Menifee CA REO Listing

Dear Juve,

I wanted to sincerely thank you for the fantastic job you did on the sale of the 4.85 acres in Menifee, CA. Before speaking with you, we had interviewed numerous brokers who wouldn't even take the time to look at the property. Not only did you give us straight forward valuation, but you also found a buyer for that figure within 45 days of listing. I would happily recommend your services to other clients in the future.

Sincerely,

Max Hoffmeier

Asset Manager

Mariner Real Estate Management, LLC



July 2, 2014

RE: Juve Pinedo, Lee & Associates Realtors

To Whom it May Concern:

This letter of recommendation is for the excellent work of Juve Pinedo.

I am the Special Asset Manager and REO Consultant for National Bank of California in Brentwood Ca. I have had the pleasure of working with Juve for the past 5 years at my different assignments and during that time he has sold many properties for me.

All of these properties were REO properties and they were not always in the best condition. I have found that Juve gives great advice in the disposition of these properties and goes above the normal Commercial Broker relationship.

Juve has a "Can Do" attitude with all of properties whether they vacant land or Commercial buildings.

I cannot say enough that his great communication skills as well as Real Estate expertise has been a great asset for me and my job.

If you have any additional questions regarding Juve Pinedo, I would be glad to answer them and will continue to use Juve and his expertise in the future.

Sincerely,

Marilyn Bernhardt

Special Asset and REO Consultant

marison Bhart

San Bernardino

February 29, 2016

COMMUNITY DEVELOPMENT DEPARTMENT

BUILDING • CODE ENFORCEMENT • LAND DEVELOPMENT • PLANNING

300 North "D" Street San Bernardino, CA 92418-0001 909.384.5071 Fax 909.384.5155 www.sbcity.org

Dear Consultant Hiring Committee,

I write to offer insights regarding Mr. Juve Pinedo and his work with the City of San Bernardino. Over the past few years Juve has assisted the City identify brokers active within our community for the City's annual broker roundtable. He has a deep knowledge of the local market and the broker community, which has been beneficial to San Bernardino. Additionally, Mr. Pinedo has given freely of his time to discuss various economic development strategies that the City of San Bernardino is considering pursuing. He has been a great source of information to me and to the City.

I would strongly recommend Juve Pinedo to the City of Santa Ana for property disposition services. Due to our on-going bankruptcy, the City of San Bernardino is not yet ready to start the disposition process so we haven't started the process of engaging a broker.

Please feel free to contact me at (909) 384-5357, or persico ma@sbcity.org.

Sincerely,

Mark H. Persico, AICP

Community Development Director



June 7, 2016

Mr. Juve Pinedo Lee and Associates 1235 W. Town and Country Road, Suite 3413 Orange, CA 92868

Re: Diamond Valley Estates, Hemet, CA

Dear Juve:

Thank you for the hard work and dedication that you exhibited in selling our Diamond Valley project in Hemet, CA. Selling a large unentitled parcel in a tough land market is never easy; however, your commitment to the marketing process and assistance through the closing ultimately provided for a successful closing. I really appreciate your efforts in this regard.

Sincerely,

Justin Bert

Senior Vice President

CURRENT & PAST CLIENTS





















Cohen Financial

























































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MARKETING PLAN

REAL TIME MARKETING

Each property we represent is matched against our active Buyer database. Our database is continually updated by our members. Investor information and parameters are constantly updated by way of investment property submittals, periodic mailings, emails and regular phone contact. We provide weekly reports of all marketing activity.

DIRECT MARKETING

Marketing materials are disseminated and available to potential investors and brokers in many different formats. Preliminary color post-cards are mailed regularly to targeted investors from our investor database. For those investors who prefer hard mail, the property's Offering Memorandum is available in bound color print. Lee & Associates is responsible for all marketing expenses.

ADVERTISING

The Lee & Associates' website has property listings and brochures posted for unlimited exposure and networking. Through the website, investors electronically agree to confidentiality and download offering materials. The Lee website captures all investor information and provides us with a target list for personal follow-up. By utilizing today's technology, we ensure broad range distribution and the ability to communicate quickly through several methods.

LARGEST BUYER POOL

Lee & Associates maintains a comprehensive investor database that currently includes in excess of 40,000 investors.

BROKERAGE COMMUNITY

To ensure that the Property receives the maximum exposure to all potential buyers, we fully cooperate with the brokerage community. This is our practice on every assignment because it is to our clients' best advantage. Through cutting edge marketing tools, we utilize the entire brokerage community to access potential Buyers. We also use the following third party internet sites to build market awareness of the property offering:

REAL CAPITAL MARKETS www.rcm1.com

COSTAR www.costar.com

LOOPNET www.loopnet.com

PROPERTYLINE www.propertyline.com
DEALMAKERS www.dealmakers.net

CCIM www.ccim.net
AIR www.airecre.com

INTERNAL NETWORK

Each listing is entered into Lee's proprietary database (RE Applications) and the information is instantaneously transmitted to the Lee & Associates website. At our weekly sales meetings, a PowerPoint presentation will promote the property to the entire sales force. Associates will be instructed on how to reinforce the property's strong points and overcome any shortcomings. Properties are further promoted internally through weekly specialty group conference calls, where, for example, members of our Multi-Family Housing Group or Investment Services Group confer on market trends and investment opportunities. We are a dominant participant in industry trade shows and conferences and spare no effort in reaching potential Buyers.



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MARKETING PLAN CONT.

INTERNAL MARKETING

- Lee Website
- Specialty Sales Meetings
- Buyer Needs
- 1031 Exchange Pool
- Specialty Group Conference Calls

EXCHANGE MARKETING

- Lee Website
- Cooperating Brokers
- eMultiples
- CoStar
- Loopnet
- Property Tours

DIRECT MARKETING

- Flyers
- Postcards
- Offering Memorandum
- AIRBlast
- Constant Contact eBlast

ADVERTISING

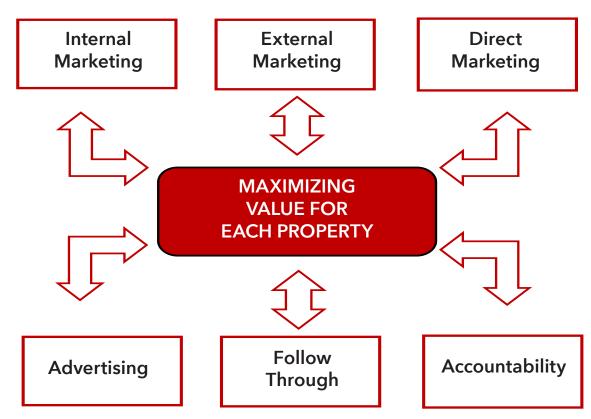
- National Edition -Wall Street Journal
- Local/Regional Publications
- Business Journals
- Trade Publications
- Internet

FOLLOW THROUGH

- Property Tours
- Multiple Offers
- Offer Summery
- Qualify Buyers
- Transaction Management

ACCOUNTABILITY

- Status Meetings
- Written Updates
- Marketing Timeline
- Copies of Marketing Materials





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MARKETING PLAN CONT.

REAL-TIME MARKETING

ADVERTISING

BROKERAGE COMMUNITY

MAXIMIZING VALUE

DIRECT MARKETING

LARGEST BUYER POOL

INTERNAL NETWORK

TIMELINE		Month 1				Month 2					Month 3				Month 4				Month 5				Month 6			
Week	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4		
Internal Marketing																										
Property in Buildout Sync	Х																									
Property on Lee Website	Х																									
Introduced in Sales Meetings		Х				Х				Х				Х				Х				Х				
Buyer/Investor Database Matching	X																									
1031 Exchange List	Х																									
Strategic Asset Advisory Group Mtngs		X																								
Direct Marketing to Potential Investors																										
Real Capital Markets Website		Х																								
Property Brochure	Х																									
Offering Memorandum			Х						Х				Х													
Local/Regional Newspapers		Х																								
Postcards			Х																							
Property Tours				Х																						
Marketing to Cooperating Brokers																										
AIRBlast Email Campaign	Х				Х				Х				Х				х				Х					
Constant Contact Eblast	Х				Х				Х				Х				Х				Х					
Costar Listing	Х																									
eMultiple and CDX Listing	Х																									
Loopnet Listing	X																									
Accountability																										
Status Meetings With Seller	Х				Х				Х				Х				Х				Х					
Written Marketing Updates to Seller			Х																							
Follow Through																										
Buyer Qualification																										
Multiple Offers																										
Offering										C	N	GO	N	IG	>											
Transaction Management																										



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MARKETING COLLATERAL

Postcards, Flyers, and Marketing Brochures



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COMMERCIAL REAL ESTATE SERVICES

INVESTMENT SERVICES

CURRENT ASSIGNMENTS

RIVERSIDE COUNTY

- 30 semi-improved Industrial Lots Temecula, CA \$8,900,000
- 144-acre citrus grove Valle Vista, CA \$3,400,000
- 18 Industrial Acres Winchester, CA \$1,350,000
- 380 acres Highway Commercial/Residential/Conservation Acres Palm Springs, CA \$4,500,000
- 38 approved residential lots Winchester, CA \$1,895,000
- 30 residential acres Murrieta, CA \$995,000
- 8.5 Commercial acres Murrieta, CA \$2,995,000
- 17 Commercial acres Nuevo-CA \$1,400,000
- 3.4 Commercial acres Perris, CA \$1,500,000
- 1100 Acres Blythe, CA \$6,900,000

SAN BERNARDINO COUNTY

- 430 Acre Limestone and Dolomite site San Bernardino County, CA
- 255 Acre Sand and Gravel Site Baker, CA

STANISLAUS COUNTY

250 Acre Sand and Grave Site - La Grange, CA

HUMBOLDT COUNTY

11 Acre Sand and Grave Site - Garberville, CA

AMADOR COUNTY

• 480 Acre Slate Mine & Processing Facility - Ione\Drytown, CA



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SALES HISTORY

Bank/Lender Owned in Red

2019

- 10 Acres Lancaster, CA
- 825 Acres Riverside County, CA

2018

- 10.7 commercial acres Perris, CA
- 11 Semi-Comleted Residential Lots San Jacinto, CA
- 20 Industrial Acres Palmdale, CA

2017

- 59 Highway Frontage acres Acton, CA
- 2,400 SF Industrial Building Los Angeles, CA
- 10 Residential Acre Roosevelt, CA
- 1037 acres approved with Surface Mining Permit for aggregate mining and processing operation Riverside County, CA
- 10 acres of residential land- Little Rock, CA
- 20 acres of residential land Lake Elizabeth, CA
- 47 residential/commercial acreage- Hemet, CA
- 58 residential/commercial acreage- Hemet, CA

2016

- 42 approved residential lots Diamond Valley (unincorporated Riverside County), CA
- 303 Commercial/Residential acres in Diamond Valley (unincorporated Riverside County), CA
- Autumn Valley Ranch 34 Finished Lots and 188 Paper Lots Dacono, CO
- 2.7 Acres in Anaheim Hills, CA
- 1 commercial acre Romoland, CA
- 5 residential acres San Jacinto, CA

2015

- Wellington Village -180 unit semi-complete condo development -Wellington, CO
- 40 residential acres Winchester, CA
- 4.2 commercial acres Murrieta, CA
- 1 multi-family acre Perris, CA



SALES HISTORY CONT.

Bank/Lender Owned in Red

2014

- 14 Multi-Family Residential acres Perris, CA
- 3.7 residential acres Perris, CA
- Retail/ office building Perris, CA
- Office building Perris, CA
- Vacant office building in San Bernardino, CA
- 77 acre nursery Valley Center, CA
- Vacant retail restaurant National City, CA
- 21 acre vineyard Sanger, CA
- Residential Subdivision (2 houses, 78 finished lots and 125 approved lots) Midland, TX

2013

- 4.5 commercial acres Menifee, CA
- 3.5 commercial acres Winchester, CA
- 2.7 residential acres Anaheim Hills, CA
- 2.8 residential acres Los Angeles, CA
- 1.25 commercial acres Perris, CA

2012

- 10 commercial acres Murrieta, CA
- 6 residential units Lancaster, CA
- Office building Orange, CA
- 4.2 commercial acres Murrieta, CA
- Industrial building Lancaster, CA
- 30 residential acres Winchester, CA
- Office building San Bernardino, CA

2011

- 95 residential acres San Jacinto, CA.
- 1 commercial acre San Bernardino, CA.
- 1 commercial acre Corona, CA.

2010

- Industrial building South El Monte, CA.
- 15 commercial acres San Jacinto, CA.
- Retail building Wildomar, CA.
- 163 residential acres Wildomar, CA.
- Retail building Corona, CA.

PRE-2010 SALES HISTORY AVAILABLE UPON REQUEST



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ABOUT LEE & ASSOCIATES

LOCAL EXPERTISE, NATIONAL REACH, WORLD CLASS.

At Lee & Associates our reach is national but our expertise is local market implementation. This translates into seamless, consistent execution and value driven market-to-market services.

Our agents understand real estate and accountability. They provide an integrated approach to leasing, operational efficiencies, capital markets, property management, valuation, disposition, development, research and consulting.

We are creative strategists who provide value and custom solutions, enabling our clients to make profitable decisions. **OFFICE**

INDUSTRIAL

RETAIL

INVESTMENT

MULTI-FAMILY

LAND

PROPERTY MANAGEMENT

APPRAISAL

VALUATION & CONSULTING

THE POWER OF THE



25+
OFFICES IN
SOUTHERN CALIFORNIA

300+ SHAREHOLDERS

800+ SALES ASSOCIATES

Irvino, CA Orango, CA Novquert Boach, CA Ordanio, CA Reconido, CA Inchaty, CA Carlobad, CA Stacition, CA Planomiton, CA Planomiton, CA Want LA, CA Shamman Oale, CA Control LA, CA Tamacculo Vallay CA Victorullo, CA Calobanas, CA Los Cilvos, CA Son Luis Chispo, CA Vanturo, CA Son Diogo, CA Rom, NV Coldand, CA Antolopo Valloy, CA Sonta Berbera, CA Polin Dacent, CA SG-LA, CA Boleo, ID Long Bosch, CA Phoents, AZ Dollar/Pt Worth, TX Houston, TX Chicago, IL, St. Louis, MD Southfield, MI Medinon, WI Information, IN Geographic, IN Geographic, IN Cloveland, CH Denvice, CH Tein Clies, MN Atlanta, GA Grannella, SC Fort Myons, FL Orlando, FL Charlenton, SC Valuation, Atlanta Elmentod, NJ Manhattan, NY Edinon, NJ Chanapanka Ragion U/Owana, NY Eastern Parmaykania Canada, BC



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