

Christian J. Johannsen, CCIM

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PROFESSIONAL PROFILE

- Forward thinking, senior level executive with a proven record of accomplishments in the commercial real estate profession. Motivated, ambitious and dedicated to continuous business development results. An excellent leader and complex problem solver who works well in teams.
- Successfully weathered the CRE profession through the 1973-1974 real estate/stock market slump, the Federal Savings and Loan Insurance Corp. / RTC crises of 1987-1989, the Russian Ruble upheaval of 1998 and the 2008 financial crisis.
- Completed transactions of more than \$4.5 billion.

CORE COMPETENCIES

- Acquisitions & Dispositions
- Asset & Portfolio Management
- Corporate Management
- Development
- Financing & Equity Placements
- Joint Venture Structuring
- Leasing
- Loan Underwriting
- REO Organization, Supervision & Sales
- Syndication & Private Placement

- Instruction / Coaching
- Real Estate License Law

ASSET EXPERTISE

- Multifamily – Garden, Mid & Hi rise
- Retail-National, Regional, Neighborhood & NNN
- Office – CBD & Suburban
- Marinas - wet and dry stack
- Industrial
- Mixed Use

PROFESSIONAL EXPERIENCE

BGI Capital

Managing Director – March 2020 - Present

- Created a strategic alliance with a Miami office of a Mexican family to expand the platform / footprint of their commercial lending;
- Redesigning web site, marketing materials, lending criteria to better take advantage of current economic climate.
- Originated three loan terms sheets for 2 in house loans and 1 brokered loan of approximately \$21.0 M;

Investors Realty Services, Inc.

Chief Executive Officer – 1973 - Present

- Established one of the premier commercial real estate agencies in Palm Beach County;
- Pioneered the use of computers for transactional, financial analysis and forecasting;
- Increased the personnel size firm by 200%, while increasing bottom line revenues;
- Ground up development of a 25,000 square foot class “A” office building and a 37,000 square foot retail property;

NAI Miami / Merin Hunter Codman, Boca Raton, Florida

Senior Executive Managing Director – 6 years

- Responsible for Institutional quality investment sales and the origination and placement of equity, construction financing, permanent financing and mezzanine/bridge financing;
- Developed and refined the procedures for three investment sales platforms – retail, office, multi-family and formed the Company's new capital markets placement capabilities.
- Achieved \$38.0 M in three asset acquisitions for the inbound leg of an IRS Sec. 1031 exchange and financed their acquisition with \$25.0 M in LIBOR based financing;
- Accomplished transactional volume in excess of \$85.0 million;

Colliers International & Thomas D. Wood and Company, Coral Gables, Florida

Senior Vice President - 4 years

- Senior Executive responsible for the sales and marketing of institutional quality real estate;
- A member of the National CISG (Colliers Investment Services Group), CI Retail, and CART (Colliers Asset Resolution Team) – geographically encompassing the entire country;
- As Senior Vice President of the Thomas D. Wood and Company mortgage banking team, my responsibilities include underwriting and placing capital market requests for both Private Clients, corporate and quasi-institutional borrowers;
- Accomplished sales and financing objectives of more than \$42.2 M;

Aztec Group, Inc., Miami, Florida

Managing Director - 19 years

- Partner responsible for the sale and financing of shopping centers, office buildings and multifamily projects, as well as the placement of structured financing assignments;
- Typical transactions ranged from \$15.0 million to \$100.0 million;
- Clients included pension funds / advisors, life insurance companies, local and regional developers, offshore investors and entrepreneurial 'Wall Street' institutions;
- Achieved transactional closings in excess of \$1.0 Billion;

Sunrise Syndications, Inc., Boynton Beach, Florida

Executive Vice President – 4 years

- Chief Operating Officer of three owned subsidiaries of multi-million-dollar thrift;
- Duties encompassed the analysis, negotiation and acquisition of commercial properties for private placement syndication;
- Established Blue Sky and Offering Memorandum requirements in conjunction with corporate counsel.
- Sourced, analyzed and acquired properties valued more than \$150.0 million;
- Appointed as Chief Operating Officer of Sunrise Property Management, Inc. responsible for the asset management of Syndication, REO and Corporately owned real estate with an approximate value of \$300.0 million. Created all property management systems for asset level security, insurance, real estate taxes in preparation for disposition by Sunrise Realty Associates;
- Appointed as Chief Operating Officer of Sunrise Realty Associates, Inc. responsible for the real estate and loan work-out and/or disposition of the REO portfolio. Complete staffing, budget and fiscal responsibility for the three operating subsidiaries;
- Reduced REO book value by 50% in 1 ½ years until the S & L was taken over by the Resolution Trust Corporation;

EDUCATION

Roy E. Crummer School of Finance & Business Administration (Rollins College), Winter Park, Florida

M.B.A. - Business Administration

Rollins College, Winter Park, Florida

Bachelor of Art in Business

Certified Commercial Investment Member (CCIM) # 815

(Life Membership awarded 2013)

LICENSES

- Florida Real Estate Broker # 0044336
- Former State of Florida Mortgage Broker's license (no longer required)
- Private Pilot's License (expired)
- USCG Captain's License (expired)

EXPERT WITNESS – COURT TESTIMONY

- Expert Witness - Palm Beach County Circuit Court
- Expert Witness - Broward County Circuit Court
- Expert Witness - Miami-Dade County Circuit Court
- Expert Witness - United States Federal Court, 11th District, Southern District of Florida
- Expert Witness - United States District Court, Northern District of Ohio, Eastern Division

EDUCATIONAL POSITIONS

- Former - Instructor Commercial Investment Real Estate Council (CCIM Designation Program)
- Former - Adjunct Professor, Palm Beach State College - 12 years - Real Estate License Law, Brokerage and Business Courses
- Former - Adjunct Professor, Broward College - 6 years - Real Estate License Law, Brokerage and Business Courses

CIVIC INVOLVEMENT

Miami Dade Biscayne Bay Shoreline Development Review Committee – Appointed 2017