

PROFESSIONAL PROFILE

Mark Konopaske, President and Managing Director, Lee & Associates - Investment Services Group, is a seasoned real estate professional with over thirty-two years of experience in the brokerage of investment real estate in Southern California. Mr. Konopaske has successfully advised and assisted high net worth clients in the marketing, disposition, acquisition and finance of over \$850 million dollars of multi-family residential, commercial and industrial properties throughout Southern California. Mr. Konopaske brings a rare combination of market knowledge, business experience and client service to complicated transactions. He prides himself on his ability to not only meet, but exceed, the goals established by his clients.

REAL ESTATE PORTFOLIO ADVISOR

Provide high net worth clients with detailed analysis of their investment real estate assets including an operational assessment, current and potential valuations, and provide recommendations to improve the client's wealth and return on equity.

- Coordination of 1031 Exchanges
- New Management Strategies
- Reposition Debt & Extract Equity
- Refinance for Reinvestment
- Referrals to Expert 3rd Party Vendors
- Lender "Short Pay" Sale Negotiation

LOAN CONSULTANT

Major Loans: As a loan consultant, after a thorough review and analysis of an investment property's operating financials, the condition of the premises, its location, sales and rental data, he identifies the optimum lender with the best rate and terms for a given asset. Most importantly and because no one likes surprises, the lender that is ultimately chosen is one that has a highly reliable track record of delivering a loan as quoted and on time. These lenders include but are not limited to Chase Bank, Umpqua Bank, Union Bank, Luther Burbank, Loan Oak Fund, Seacoast Bank, Opus Bank, U.S. Bank, Hamni Bank, Bank of Hope, 1st Foundation Bank, Sabal Capital Partner's and Fannie Mae.

Non-Recourse Loans to Self-Directed 401k/IRA's – Mr. Konopaske has assisted clients with substantial holdings in their Self Directed 401k/IRA's that want to move their money away from the stock market into investment real estate by purchasing real estate with their 401k/IRA savings with institutional financing.

Prior to joining Lee and Associates in the Fall of 2009, Mr. Konopaske founded and was Managing Partner of Total Investment Real Estate Brokers a firm located in the Mid-Wilshire/Koreatown area of Los Angeles for 13 years. While at Total Investment, he assembled a highly productive team of real estate professionals with both local and regional experience.

A native of Connecticut, Mr. Konopaske attended the University of Connecticut and Rutgers, The State University of New Jersey and currently holds a California Real Estate Brokers License. Possessing a successful background in sales and management, he has held executive positions with Alcoa, PepsiCo and Marriott Corporation. Since moving to Los Angeles in 1986, Mr. Konopaske has had a highly successful career in investment real estate sales. He and his wife and daughter presently reside in Malibu, California.