

**BRYAN HOLKER**  
**RETAIL INVESTMENTS**  
**(858) 361-5455**

**EDUCATION**

**1980: MBA from UCLA, concentration in Real Estate, Finance, Marketing.**

**1978: B.S. Finance, San Diego State University, graduated with honors.**

**PROFESSIONAL EXPERIENCE**

**1993 to Present:**

**President, owner of BD HOLDINGS, Inc., *Shopping Center Investment Brokers.* *BD Holdings*** is composed of myself, my associate Robert Crider who has been with me since 1999; Eric Jauch and Jake Holker. We are involved in retail property investment sales from Jacksonville Florida to Oceanside California, but primarily concentrate in San Diego county and the Palm Desert area. In addition to straight brokerage, I have been instrumental in syndicating several groups to purchase retail investment properties either as LLC's or Tenants in Common. At present, I am the managing member or the supervising owner of ten commercial properties, all of which are retail. For two of these I have been the supervising owner who oversees the property management since 1993. Duties include lease negotiations, coordinating tenant improvements, obtaining new financing or refinancing, budgeting and supervision of property management and approval of maintenance and repair. Have experience in retail development including acquisition and condemnation and taking projects thru entitlements to creating OREA's.

**1980 to 1993:**

High end residential broker, Manhattan Beach, Del Mar, Rancho Santa Fe from 1980 to 1983. Commercial Real Estate Broker selling retail investments starting in 1984 at **Merrill Lynch Commercial Real Estate**. From 1988 through 1991, I was involved in approximately 10% of all shopping centers sold in San Diego County. Top Broker in 1989 at the 50 man L.J. Hooker International, the successor in interest to Merrill Lynch Commercial Real Estate. Number two Broker in 1988. I was a principal in Lambert Smith Hampton, which acquired L.J. Hooker in 1990. Moved to **CB Commercial** in 1992 as the only CB investment specialist in San Diego county specializing exclusively in retail investments. Formed BD Holdings, Inc. in 1993. Concentrating in retail investment sales, the following is a partial list of successful transactions:

Walgreens 87 <sup>th</sup> & Cicero, Hometown, IL	14,855 S.F.	\$6,200,000
Walgreens	14,596 S.F.	\$5,150,000

750 E. 120 <sup>th</sup> Ave Northglenn, CO			
Coles Crossing Shopping Center 12312-12320 Barker Cypress Rd. Houston, TX	42,000 S.F.	\$12,100,000	**
Coles Crossing Shopping Center 12312-12320 Barker Cypress Rd. Houston, TX	42,000 S.F.	\$9,500,000	
Washington Mutual El Paseo & Hwy 111 Palm Desert	18,000 S.F.	\$6,500,000	* **
Diane Village Clairemont Mesa	28,000 S.F.	\$6,300,000	* **
Washington Mutual Taraval St. San Francisco	7,000 S.F.	\$2,800,000	
Ramona Plaza 14 <sup>TH</sup> & Main Ramona	22,000 S.F.	\$4,650,000	
Palm Promenade Otay Mesa Presale of property under construction	15,000 S.F.	\$3,400,000	
Diane Village Clairemont Mesa	28,000 S.F.	\$4,000,000	
Border Village San Ysidro	11,000 S.F.	\$2,050,000	* **
Triad Center Oceanside	7,000 S.F.	\$1,775,000	*
LINEN'S N THINGS Rancho Santa Margarita	45,000 S.F.	\$8,275,000	
Border Village San Ysidro	11,000 S.F.	\$1,925,000	
Guarantee Bank Palm Desert	7,650 S.F.	\$2,050,000	**

Fallbrook Mercantile	74,730 S.F.	\$8,700,000		
TGI FRIDAY'S Palm Desert	9,100 S.F.	\$2,050,000	*	**
Coast Savings Bank Branch Palm Desert	18,000 S.F.	\$4,500,000	*	
American Saving, Bank Branch Palm Desert	10,000 S.F.	\$1,860,000	*	
Palms to Pines Shopping Center Palm Desert	156,000 S.F.	\$17,600,000		
Boulevard Plaza 2800 El Cajon Blvd, S.D.	2,553 S.F.	\$1,989,000		
Circle R Ranch Escondido	66 acres	\$6,100,000		
Otay Mesa Crossroads Otay International Center	30,000 S.F.	\$1,750,000		
Speedy Mart Center 44TH & University	8,760 S.F.	\$940,000		
La Salsa Carmel Mountain Ranch	2,500 S.F.	\$1,072,000		
Longs Drugs Rancho San Diego	25,000 S.F.	\$1,600,000		
7-11/Radio Shack I-805 & University	6,000 S.F.	\$548,000	*	**
First St & Main, Lucky Mkt. El Cajon	75,000 S.F.	\$5,100,000		
Santee North	45,000 S.F.	\$2,800,000		**
Solana Beach Plaza	30,000 S.F.	\$6,300,000		
Scripps Ranch Village	22,000 S.F.	\$3,575,000	*	**
Thrifty Lease San Marcos	16,000 S.F.	\$3,840,000	*	

Vallecitas Village San Marcos	78,000 S.F.	\$7,200,000	**
Vallecitas Village San Marcos	78,000 S.F.	\$6,250,000	
Picway Plaza Oceanside	11,000 S.F.	\$2,250,000	* **
Hillcrest Village	18,000 S.F.	\$3,220,000	
Golfview Plaza Mission Gorge	19,000 S.F.	\$2,200,000	
Menlo & El Cajon San Diego	13,000 S.F.	\$2,000,000	
Plaza Del Sol Kearny Mesa	34,000 S.F.	\$4,800,000	
University Park Sorrento Valley	100,000 S.F.	\$20,000,000	*
Picway Plaza Oceanside	11,000 S.F.	\$1,880,000	*
7-11/Sam Goody's Pacific Beach	10,000 S.F.	\$1,060,000	*
Cardiff Shopping Center	14,000 S.F.	\$1,200,000	

*\*Represented Both Sides*

*\*\* Resold at a profit for the same client that I sold it to originally.*

### **1980 to 1984:**

Residential Broker, Unique Real Estate. Primarily high-end homes in Del Mar and Rancho Santa Fe. I was one of the most successful Brokers in North County. Prior to that, I opened and managed Great Western Real Estate & Investments in Manhattan Beach.

**1979:** National Champion-Columbia Challenger Yacht Racing.

**Misc.:** Member ICSC. Expert witness. Publisher San Diego County Shopping Center

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May 9, 2017  
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Newsletter since 1986 to date. Shopping center owner since 1987. Managing partner since 1990. Have syndicated some of the above referenced sales and have development and leasing experience.

**References:** All of the clients represented in the above listed transactions are available for  
a reference upon request.