

GREGORY M. LIBBY

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Since graduating from University of San Diego in 1992, Mr. Libby has held a variety of roles and developed a wide range of experience in commercial real estate. He has worked for a real estate development company, restaurant company, publicly traded Real Estate Investment Trust, and a real estate services firm, and since 2019 has been consulting on commercial real estate matters for a variety of clients.

EXPERIENCE

LIBBY CONSULTING, LLC, San Diego, California
Principal

July, 2019 – Present

- Mr. Libby serves clients from small business owners to global corporations in whatever capacity he can be most useful as a trusted advisor to management or as a hands-on coach for team members. For every engagement, he uses his knowledge and experience to help clients improve their performance and outcomes.
- Greg is qualified to consult on a wide variety of commercial real estate and facilities related matters including but not limited to the REIT industry and practices, asset management, budgeting, capital expense planning/management, construction, corporate real estate, development/redevelopment, disaster planning and response, due diligence, facilities management, financial modeling, lease abstraction, lease administration, lease agreements, leasing, NNN expenses/reconciliations/audits, project management, property management, and restructuring of lease agreements.

HUGHES MARINO, INC., San Diego, California
2019
Senior Vice President

January, 2019 – July,

- Served in a senior leadership role on the *Portfolio Lease Administration and Advisory* team working with clients on commercial real estate portfolios located across the globe.

REALTY INCOME CORPORATION, San Diego, California
2018
Associate Vice President

January, 2009 – December,

- Served as *Head of Property Management* and other roles leading and developing a large property management team accountable for management of a national portfolio of 5,700+ commercial properties.
- Develop internal team of property managers, facilities, construction, development, finance, and administrative professionals and work with executive team members.
- Manage diverse property types consisting of retail, distribution, warehouse, office, medical, and R&D properties.
- Responsible for creation and ongoing success of a large-scale capital construction plan and project management for the maintenance, repair and replacement of roofs, parking lots, and HVAC equipment on a national portfolio.
- Accountable for large operating expense budget, capital expense budget, and maintaining key vendor relationships.

ISLANDS RESTAURANTS, L.P., Carlsbad, California
2009
Real Estate Manager

May, 2006 – January,

- Developed and managed relationships with architects, brokers, city staff, consultants, developers, engineers, landlords, other real estate representatives, executive management team, and internal management personnel.
- Developed and directed strategic market analysis and multi-state expansion/contraction plans for a casual dining restaurant company with up to 60 locations.

- Conducted site selection; financial modeling; property due diligence; negotiated purchase agreements, lease agreements/renewals, and early lease terminations on retail and office properties in multi-state portfolio.

**WALL STREET PROPERTY COMPANY, Del Mar, California
2006**

July, 1994 – April,

Assistant Vice President

- Developed and directed property management and leasing plans for private developer/owners of multi-state retail commercial real estate portfolio.
- Worked with tenants, brokers, consultants, contractors, lenders, joint venture partners, and internal/external management personnel on complex commercial real estate development projects.

EDUCATION & LICENSES

**UNIVERSITY OF PHOENIX, San Diego, California
*Master of Business Administration (MBA)***

**UNIVERSITY OF SAN DIEGO, San Diego, California
*Bachelor of Business Administration (BBA) in Business Economics***

CALIFORNIA REAL ESTATE BROKER LICENSE #01125276