

**Brian Scott Pesmen**  
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## **SUMMARY**

**Brian Pesmen is an experienced real estate developer, broker, and property management professional with comprehensive expertise in all areas of real estate. He has brokered more than \$250 million in commercial transactions, has been involved in the placement, restructuring, and re-negotiating of more than \$200 million in commercial loans, has master planned more than 200 thousand acres of land, and has developed more than \$100 million in commercial developments.**

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## **PROFESSIONAL EXPERIENCE**

### **Marcus & Millichap – Chicago (O’Hare)**

Commercial Real Estate Investment Broker (2009 to Present)

- Has represented clients in all commercial categories including: retail, industrial, senior housing, land, multi-family, mixed-use, self-storage, hospitality, and manufactured housing.
- Provide opinions of value to guide commercial real estate clients in sales and acquisitions
- Consistently brought good offers for every listing through a difficult real estate market
- Act as a valuation consultant to real estate and estate planning attorneys to guide their clients
- Act as a valuation consultant to banks looking to market distressed assets

### **The Visionary Group - Lake Forest, Illinois**

Real Estate Development and Workout Consultant (2006 to 2009)

- Negotiated with lenders to restructure debt on multiple real estate projects
- Found buyers and financing sources for restructure solutions
- Analyzed the most reasonable short and long term business plans, found debt-equity solutions to fund the plans
- Currently working with a large development company, three premier brokerage groups, and a construction company, to develop future business opportunities through non-recourse financing

### **Bannockburn International Development/Gateway – Neenah/Menasha, Wisconsin/Lake Forest, Illinois**

Development, Property Management Consulting Services (1994 to 2006)

- Master planned and developed large parcels of land into mixed use projects
- Consistently sold commercial parcels of land at prices higher than any that had been seen in the marketplace
- Facilitated more than \$67 million in additional assessed valuation through two precedent setting governmental funding structures

### **MCM Hospitality - Bannockburn, Illinois/Deerfield Beach, Florida**

Chief Financial Officer/ Chief Operating Officer (1990 to 1994)

- Designed, constructed, and opened a sports facility named “The Best on the North Shore” by North Shore Magazine
- Acquired Ft. Lauderdale operation and brought from losing \$100,000+ per year to profitability in one month
- Consultant to Donald Trump to convert Mar a Lago from private home to luxury club and spa

### **Bannockburn Park Concepts – Bannockburn, Illinois**

Vice-President (1985 to 1990)

- Developed the 1985 American Institute of Architects Distinguished Building Award winner
- Won the Chicago Sun Times “1986 Suburban Development of the Year”
- Class A office development generated the highest rents in the Chicago area in 1990
- Worked with large commercial office tenants to develop and manage state of the art office spaces

## **EDUCATION AND CERTIFICATIONS**

B.A. Grinnell College, Grinnell, IA  
Illinois Licensed Real Estate Broker  
Licensed Instrument Pilot