

Joseph Y. Chang

QUALIFICATIONS I am a highly-skilled and talented professional with 20 years of commercial and residential real estate investing, managing, brokerage, valuation, and development experience.

- Invested and developed over 5 million SF in excess of \$650 million.
- Former licensed Illinois General Commercial Real Estate Appraiser.
- Licensed Illinois Managing Broker.
- Certified LEED GA.
- Alternate Member of Lake County Board of Review 2010-2012.
- Holds Masters of Science in Real Estate Finance and Investments from the University of Wisconsin – Madison.
- Member of the North Shore Barrington Association of Realtors.

EXPERIENCE

Icon Real Estate
President

Highland Park, IL
March, 2004 - Present

As founder of a private real estate investment, management, and consulting company, I identify and implement new acquisitions, developments, consulting and relocation assignments. I am directly involved with client relations, underwriting projects, raising capitals, governmental and community approvals, overseeing construction and project management, due diligence, leasing, lease negotiations, tenant build-outs, and financing. I coordinate and manage large diverse teams of brokers, attorneys, bankers, architects, contractors, and vendors. I have successfully acquired, developed, leased, and managed commercial, retail, and healthcare related properties. I have consulted on numerous urban multifamily and mix-use projects.

RREEF
Director of Real Estate

Chicago, IL
May, 2002 – February, 2004

I was responsible for sourcing, executing, and managing value-add and development projects on behalf of pension fund clients through joint venture partnerships and principal relationships. I primarily worked on large commercial projects in major markets such as a 100 acre land development in Dallas, Texas, an urban 27-story mixed-use retail/residential JV project in downtown Chicago, a 650,000 SF distribution building outside of Chicago, Illinois as well as other portfolio of assets comprising of office, medical office, regional mall, and multifamily properties. I was responsible for project underwriting, due diligence, deal execution, overseeing project approvals, Investment Committee approvals, all major negotiations including leases, financing, and JV agreements, establishing and managing budgets, and managing JV partnerships.

ORIX Real Estate Equities, Inc.
Senior Vice President
Vice President
Manager

Chicago, IL
April 1998 – May, 2002
April 1996 - March 1998
February 1995 - March 1996

I was responsible for sourcing, acquiring, executing, and managing retail, office, industrial and multifamily development projects in multiple major markets mostly through joint venture and principal partnerships. I oversaw project underwriting, due

diligence, pro forma modeling, various levels of internal and governmental approvals, budgeting, construction draws, JV agreements and relations, and leasing. I oversaw diverse and multi-discipline teams, clients and JV partners across multiple geographical areas. I traveled extensively in the Midwest, West, Northwest, Mountains, and South regions.

Several notable projects include: a JV 300,000 SF Target anchored center in Brentwood, MO; a JV 310,000 4-story urban retail project in Seattle, WA; a JV 230,000 SF medical office building for Heartstream, a healthcare product spin-off of HP in Seattle, Washington; a 68,000 SF facility for Motorola in Rockford, Illinois; a JV 260,000 SF headquarter office building for Navistar; a JV 150,000 SF office building for Hewitt-Packard in Denver, Colorado; and a 20,000 SF training center for Mercedes-Benz.

Three of my projects were the recipients of the prestigious Development of the Year Awards from the National Association of Industrial and Office Properties.

Lend Lease

**Chicago, IL
Atlanta, GA**

Director
Assistant Director
Manager

April 1993 - February 1995
June 1991 - March 1993
January 1990 - May 1991

My responsibilities included acquiring and managing industrial, retail, multifamily, and office investment properties for corporate and public pension fund clients. I negotiated the buying, selling, and leasing of properties, established and managed budgets and schedules, oversaw property management and leasing teams, managed environmental remediation, and performed due diligence and financial analyses. I asset managed eight properties and oversaw the sale of five properties including a regional mall.

VMS Realty Partners
Intern-Due Diligence

Chicago, IL
June 1989 - August 1989

State of Wisconsin Investment Board
Portfolio Associate - Real Estate & Mortgage Dept.

Madison, WI
November 1988 - May 1989

EDUCATION

University of Wisconsin - Madison

Master of Science in Real Estate
Bachelor of Science in Industrial Engineering

December, 1989
May, 1987

Self-funded 100% of education
Recipient of General Electric Medical Systems Engineering Scholarship
Dean's Honor List

PERSONAL

Excellent leadership, communication, negotiation, and people skills
Exceptional analytical and multi-task management abilities
Enjoy spending time with family, volunteering, sports, and reading.