

John L. Pagliassotti

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After graduating from UCLA in 1984, John began working in commercial real estate brokerage in Orange County, California. While in brokerage, John specialized in industrial sales and leasing, as well as investment sales. John was regularly recognized as a top producing salesman.

In 1990, John began working with Fujita Corporation USA as their vice president and as the managing director of Fujita Corporation's property management division, Fujita Property Management (FPM). While at Fujita, John was responsible for overseeing just under 4 million square feet of institutional grade commercial property (valued at approximately \$400 million with just over 700 tenants) and for the day to day operations of FPM. His duties included oversight of the first private Japanese REIT in California. When John joined Fujita, the majority of their portfolio was under fee management. Within two years, John grew FPM and took the management of all properties in house. In addition to leasing hundreds of thousands of square feet on behalf of Fujita, John was responsible for disposing of Fujita's portfolio in the late '90's. All sales were made direct and without the use of a broker.

Subsequent to the sale of the Fujita portfolio, John joined Voit Commercial Brokerage and for several years was ranked as a top producer. Simultaneously, John grew his own personal portfolio of commercial property and in 2009; John left Voit to focus his efforts on his portfolio. He also continues to consult on behalf of Fujita Corporation in Japan.

Since 1999, John, and his partners, have acquired commercial real estate in California, the Midwest and internationally. He currently owns just under 100,000 square feet of commercial property both domestically and internationally. Along with his partners, he acts as asset and property manager for this portfolio. One premier property is the International Trade Center building in Tamuning, Guam. John served as the president of Fujita Property Guam (FPG) which owned and managed this 210,000 square foot office building along with 60,000 square feet of additional industrial property in Guam.

John also was the Director of Property Management for BKM Capital Partners. BKM has over 3 million square feet of commercial property in four western states and with over 1,000 tenants. Since leaving BKM, John, and two partners, has founded Trust Pacific Capital; a private equity commercial real estate company.

John is a member of the document oversight committee for the AIR Commercial Real Estate Association (AIR). His duties include contributing to the ongoing process of creating, modifying and updating all of the AIR real estate forms which are used throughout the United States. John coauthored the [AIR Commercial Real Estate Forms: a User's Manual Volume I - Lease Forms and Addenda](#) and [Commercial Real Estate Forms: a User's Manual Volume II – Purchase Forms, Agency Forms and Addenda](#), both are

reference/instructional tools used by real estate professionals all across the United States. He also speaks publicly about the forms and provides educational seminars to thousands of members of the real estate community.

John also provides expert witness services in matters involving commercial real estate relating to brokerage, property management and lease and purchase/sale contracts. John is a mediator for the Los Angeles Superior Courts and California Association of Realtors. John a licensed real estate broker. He is also a licensed pilot, was certified as an EMT by the National Registry of Emergency Medical Technicians, and is active in his church and community.

EDUCATION

Pepperdine University School of Law- Straus Institute:

Certificate in Dispute Resolution- 2018

Masters in Dispute Resolution - Presently Enrolled.

University of California at Los Angeles:

Bachelor of Arts Degree- 1984.

EXPERIENCE

2018-Present: Founding Partner- COO Trust Pacific Capital.

Mediator- Superior Court of California, County of Los Angeles.

Mediator- California Association of Realtors

2011-Present: Treasurer- Anaheim Industrial Building Owners Association.

2006 - Present: Member of A.I.R. Forms Committee.

Commercial Real Estate Broker/Consultant.

Expert Witness.

2016-2017: Director of Property Management- BKM Capital Partners.

2006-2016: President- Fujita Property Guam.

Managing Member- TOP Associates.

2011-2013: Board Member and Broker of Record- 360 Commercial Partners.

2000-2009: Vice President- Voit Commercial Brokerage.

1990-2000: Vice President and Director of Asset Management- Fujita Corporation, USA.

1984-1990: Vice President- Daum Commercial Real Estate Brokerage.

PROFESSIONAL LICENSES, CERTIFICATIONS AND MEMBERSHIPS

-Licensed Real Estate Broker in California since 1992.

-Certificate in Alternative Dispute Resolustion- Straus Institute Pepperdine University School of Law- 2018

-AIR, Forensic Expert Witness Association, Newport Beach Association of Realtors, Association for Conflict Resolution and Southern California Mediation Association.

-Certificate in Mediation of Disputes Arising Under the C.A.R. Real Estate Purchase Agreement

PUBLICATIONS

Commercial Real Estate Forms: a User's Manual Volume I - Lease Forms and Addenda- Author 2009

Commercial Real Estate Forms: a User's Manual Volume II – Purchase Forms, Agency Forms and Addenda- Author 2013.

AIR (WinAIR) FORMS: Standard Industrial/Commercial Land Lease-Gross, Month-Month Lease, Lease Abstract and Work Letter.

TRAINING

John regularly provides educational seminars and training on the AIR Forms. Since 2006 thousands of commercial real estate professionals including brokers, attorneys, property managers, escrow officers and owners have attended his seminars. These seminars have been approved by the State Bar of California for continuing education credits.