

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 salesperson.

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 and residential 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, most 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.

After 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 investment 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. John also served as Broker of Record- 360 Commercial Partners in California.

Since 1999, John, and his partners, have acquired 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 was 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 mixed-use office building which included retail and residential, along with 60,000 square feet of additional industrial property in Guam. Over the decades John has also owned, managed, and/or brokered single family and multifamily properties. John has functioned as the managing member of most of the LLC ownership entities with which he has been involved.

In his various roles, John has overseen the construction of improvements to real property with hundreds of millions of dollars in value.

John was also the Director of Property Management for BKM Capital Partners. BKM has over 3 million square feet of commercial property in four western states with over 1,000 tenants. Since leaving BKM, John, and two partners, have 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 (AIRCRES). His duties include contributing to the ongoing process of creating, modifying, and updating all 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. John is the instructor for the California Association of Realtors; one of his courses is the AIRCRES Lease Certification Course. 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 and consulting services in matters involving commercial real estate brokerage, property management and lease and purchase/sale contracts, partnership disputes, habitability, as well as mediates such matters. His clients include some of the largest and most noteworthy landlords, property management, and brokerage companies in the U.S., as well as fortune 500 tenants. John has been qualified as an expert witness in U.S. Federal Court, as well as in courts throughout California and Washington, D.C. He has testified under oath over 150 times. John has also acted as a receiver on behalf of the Superior Court of California.

John is a licensed pilot, was certified as an EMT by the National Registry of Emergency Medical Technicians, volunteers for the American Red Cross, and is active in his church and community. More about John can be found on his website: www.JohnPag.com.

EDUCATION

Pepperdine University School of Law- Straus Institute:

Masters in Dispute Resolution - Presently Enrolled.

Accreditation- Alternative Dispute Resolution.

Harvard University:

Accreditation - Real Estate Finance

Cornell University:

Accreditation - Property Management.

University of California at Los Angeles:

Bachelor of Arts Degree- 1984.

EXPERIENCE

2020-Present: Instructor- Calif. Assoc. of Realtors AIRCRES Lease Contract Certification Course

Receiver- Superior Court of California, County of Orange

Mediator- California Association of Realtors

Mediator- AIRCRES Mediation

Mediator- Superior Court of Orange County

Volunteer Mediator- Our Lady Queen of Angels Church, Newport Beach

2019-Present: Mediator- Superior Court of California, County of Los Angeles

2011-Present: Treasurer- Anaheim Industrial Building Owners Association.
2006-Present: Member of A.I.R. Forms Committee.
Commercial Real Estate Broker/Consultant and Expert Witness.
1999-Present: Managing Member South North, LLC
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.
2000-2004: Board Member Eastbluff Homeowner's Association.
1990-2000: Vice President and Director of Asset Management- Fujita Corporation, USA.
1984-1990: Vice President- Daum Commercial Real Estate Brokerage.

PROFESSIONAL LICENSES, ACCREDITATIONS and CERTIFICATIONS

Licensed Real Estate Broker- State of California
Property Management Certification- Cornell University
Real Estate Finance Certification- Harvard University
Certified Property Manager (CPM) candidate- IREM
Accredited Commercial Manager (AcoM)- IREM
Accredited Residential Manager (ARM)- IREM
Property Management Master (PMM) Certification- California Association of Realtors.
Property Management Certification (PMC)- California Association of Realtors.
Broker Price Opinion Certification- National Association of Broker Price Opinion Professionals
Pricing Strategy Advisor (PSA)- National Association of Realtors
Certified Mold Assessor Technician- Environmental Consultants & Affiliates Network

PROFESSIONAL MEMBERSHIPS

Brokerage: AIRCRE, National Association of Realtors, California Association of Realtors, Newport Beach Association of Realtors, National Association of Broker Price Opinion Professionals.

Property Management/Ownership: IREM, BOMA, ICSC, NARMP, USGBC, Apartment Association of Los Angeles.

Misc.: Forensic Expert Witness Association, ACR and SCMA.

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

TRAINING

Since 2006, John has provided educational seminars and training on the AIRCRE's Forms to thousands of commercial real estate professionals including brokers, attorneys, property managers, escrow officers, and owners. His seminars have been approved by the State Bar of California for continuing education credits and qualify for continuing education credits with the State Bar of California.

John is also the instructor for the California Association of Realtors and has been a guest lecturer at Pepperdine University Graziadio School of Business.

INSTRUCTOR

AIR CRE-

Contracts Strategy Seminars Lease and Purchase and Sales Agreement
Common Misunderstandings in Purchase & Sale Agreements
The Most Common Misunderstandings in Lease Contracts
Protecting Your Commission
Perils, Pitfalls and Protections of Disclosures
Navigating the Options of Options

Calif. Association of Realtors-

AIR CRE certification courses- AIR CRE Commercial Lease and Purchase Contracts
Certification Mold: You Must Protect Yourself and Your Clients.

Real Estate Agency -Agency, Fiduciary Duties and Agency Disclosures
Leases & Sales Contracts -Strategies for Avoiding Disputes & Improving Service to Your Clients-

COURSES

IREM-

"Managing Commercial Properties "
"Managing Residential Properties"
"Real Estate Management Ethics"
"How to Avoid and Mitigate Personal Injury Claims in the Property Management Industry."
"Basic Misconceptions with Asbestos, Lead, Mold, Silica, PCBs and Other Hazards".
"Mold Myths and Mysteries."
"Hardening the Target: Commercial and Residential Property Safety and Security."
"Residents Behaving Badly"
"How to Best Handle Difficult Tenants"
"Basics of Commercial and Residential Physical Security"

ICSC-

Shopping Center Security- Terrorism Awareness Training Program.

California Association of Realtors-

"Introduction to Property Management."

"Apartment Buildings & Commercial Properties."

"Single Family Homes and 2-4 Unit Residences".

"Vacation Rental Management".

"Mediation and Arbitration of Disputes Arising Under the California RPA."

"Mediation and Arbitration of Compensation Disputes Arising Under the C.A.R. Residential Listing

"Agreement and Buyer Representation Agreements"

"Real Estate Investing Made Clear."

"All About Disclosures (AAD)- Close Deals and Stay Out of Court"

"Working With Investors."

"Selling Apartment Buildings."

"All Creatures Great and Small."

"Beneath the Surface: Understanding the Anatomy of a House"

NARPM-

NARPM Member Ethics.