



Curriculum Vitae

Robert B. Klaus

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Background Summary:

Mr. Klaus possesses 25+ years experience as a commercial real estate broker and key principal in complex commercial real estate transactions across multiple asset classes. He has a diverse acumen in real estate finance, commercial real estate finance, acquisitions/dispositions, entity formation, syndication, equity raises and commercial real estate brokerage.

Having a strong history in lending, brokerage and valuation methodology, Mr. Klaus has served as broker of record for multiple firms as well as managing member of several boutique investment companies. Many of these transactions involve complex loan structures, highly nuanced purchase and sale agreements with critical performance timelines and contingencies.

Mr. Klaus has extensive experience with modern and creative real estate financing opportunities, e.g., commercial bank financing, cross collateralization, agency financing (FNMA and Freddie Mac), regional lenders, credit unions, “Hard Money” fix and flip loans, construction loans with 3rd party fund controls and multifamily/commercial real estate loans.

Highlights:

- \$500,000,000 in closed transactions as broker and/or principal
- Acquired and financed 30 vacant properties (concurrent close)
- Financed one commercial loan against 49 properties
- Personally acquired and renovated 15 properties (2024-2025)
- Published transactions in The San Diego Business Journal, Yield pro and The San Diego Daily Transcript

Licensing:

- California Department of Real Estate Broker License (2001) Lic. No. 01260892
- RBK Commercial, Inc., Broker of Record (2001) Corp Lic. No. 02134848

Relevant Courses and Associations:

- Broker License Training – Real Estate Trainers Inc. (2001)
- Department of Real Estate Continuing Education Requirements (2005-2023) - Ethics, Implicit Bias Training, Agency, Risk Management
- Argus Financial Modeling – Burnham-Moores Center for Real Estate | University of San Diego
- San Diego Association of Realtors, California Association of Realtors, National Association of Realtors

Experience:

2025 – Present President

Elite Commercial Advisors, Inc. – La Jolla, CA

- Structure entities and operating agreements with lawyers and partners
- Feasibility advisory services for ADU's, rehabs, and value-add projects
- Source architects, consultants, and contractors for client projects
- Provide expert witness services across the real estate industry

2001 – Present President, Broker of Record

RBK Commercial, Inc. – La Jolla, CA

- Source investment opportunities across several asset classes
- Represent principals in acquisition/disposition and financing of commercial real estate
- Strong history of negotiating purchase contracts
- Extensive value-add acquisitions experience
- Well-versed in commercial loans/documents/terms
- Strong background in the loan underwriting process
- Structure 1031 exchange for qualified properties
- Create dynamic financial models in Excel
- Negotiate Letter of Intent (LOI) from buyers, sellers and lenders
- Research market trends via CoStar, appraisers and brokers
- Excellent communication skills

1998 - 2001 Real Estate and Mortgage Broker
Universal Realty/World-Wide Mtg – San Diego, CA

- Represented buyers and sellers in 1 - 4 unit properties
- Brokered residential mortgage loans on behalf of homeowners
- Packaged and prepared loan files for underwriting and processing
- Implemented several marketing campaigns

1996 – 1998 Loan Officer
CMB Mortgage – San Diego, CA

- Funded residential loans in multiple states as a mortgage banker
- Managed high inbound call volume from property owners
- Packaged and prepared loan files for underwriting and processing
- Provided management with pipeline reports and marketing results
- Created direct mail campaigns

1995 - 1996 Associate
Avco Financial Services – Citrus Heights, CA

- Funded residential and consumer loans for borrowers
- Service and solicit the branch loan portfolio
- Provide a wide range of insurance products to borrowers
- Analyze delinquency reports, create solutions

Board Leadership & Community Service

- Founding Board Member, **Fuller Center for Housing**, San Diego, California
- Founding Board Member, **Americans for Children Foundation**, USA and Brazil