



Michael Foxworthy, Jr.

Chief Development Officer



Professional Experience

CAREER SUMMARY

As a data/marketing consultant for many of Southern California's largest Commercial Real Estate firms, Mike rejoined DAUM Commercial Real Estate as their Chief Development Officer in late 2017. Mike brings a unique blend of skills allowing him to leverage technology, data and commercial real estate knowledge to craft some of the most innovative and relevant property marketing campaigns available.

Mike has been in commercial real estate for over 20 years. He started as an agent with DAUM Commercial Real Estate on 1997. Mike spent 11 years in commercial brokerage rising to Vice President at DAUM throughout his tenure. During that time, he was involved in doing deals in 3.7% of his market's overall space representing \$79,463,767 in total transactions. Mike also created a 30-page market report tracking availability, vacancy, rental rates and sales within the markets, submarkets and zones. Mike's clients included high profile firms such as investment firm Cerberus Capital Management and real estate investment trust, Rexford Industrial.

In addition to commercial real estate brokerage, Mike spent time at the nation's two largest commercial real estate data and technology companies, CoStar and Xceligent, as well as, commercial real estate startups, CapHarbor and Broadband Office.

Mike's degree in marketing, coupled with his diverse background in multiple disciplines within commercial real estate brokerage and his expertise with regards to data and technology, allows him to provide a vital service to DAUM's agents and clients through the modernization of existing marketing platforms and the use of the most cutting-edge technology tools to assist in analyzing, evaluating and marketing commercial properties in today's marketplace.

EDUCATION

Sonoma State University – Bachelor of Science in Business Administration

University of California: Los Angeles Extension – Real Estate Investment & Analysis – Argus & Spreadsheet Programs for Commercial Real Estate

Professional Training Courses – Managing Virtual Distribution Channels – E-Marketing Foundations

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