
CAREER HIGHLIGHTS

- 14 years' experience in senior executive level asset management positions with multi-billion dollar, publicly traded, CRE companies.
 - Extensive experience in Urban Mixed Use, Urban Retail, Infill, Suburban Mixed Use, and Suburban Retail projects, and Multi-family and Trophy Office properties throughout major US markets including NYC, LA, Chicago, Washington, DC, Phoenix, Atlanta and others.
 - Proven track record of expertise in strategy, execution, leasing, executive and team leadership, financial analysis, due diligence, asset management, development, property management and marketing of retail and office.
-

PROFESSIONAL HISTORY**SREAGROUP, LLC – Tysons Corner, VA****2/2017 – PRESENT**

Privately held real estate consulting group specializing in retail, office, multi-family and mixed-use asset classes.

➤ Founder/Principal

- Advise hedge funds and investment firms on REIT analytics, retail and office trends.
- Consult on asset management and operating platforms on various mixed-use assets in major markets on East Coast
- Provide management efficiency and staffing consultation with privately held RE and RE related organizations.

RPAI, INC. - Tysons Corner, VA/Oakbrook, IL**6/2015 – 12/2016**

Publically traded, open air and mixed-use retail real estate company consisting of 30 mil SF of assets across all major markets

SVP/Head of Division, Eastern U.S.**➤ Notable Achievements/Responsibilities**

- Created Eastern U.S. regional office and supervised Asset Management, Property Management, Operations, Leasing, Development and Marketing for 17 million SF of open air, strip, lifestyle and mixed-use retail assets.
- Secured various residential development partners for mixed use development projects.
- Managed full operating team of 6 department heads controlling all real estate activities in the eastern U.S. Major Markets.
- Senior member of lease committee on all deal approvals in the Eastern U.S.

MACERICH - Tysons Corner, VA/Santa Monica, CA**2007—2015**

Publically traded, Fortune 500 enclosed mall and urban mixed use real estate Company consisting of over 50 mil SF across all major markets

SVP, Asset Management and National Director of Commercial Leasing, Tysons Corner, Va (2012—2015)**➤ Notable Achievement**

- Created re-organizational platform and new company reporting structure directly for Chairman, naming COO and all department heads with direct and non-direct reports and communication and departmental task flow.
- Delivered Tysons Phase I development to include 1.5 mil SF of mixed use assets consisting of trophy office, luxury for rent high rise residential, 4 star hotel, 55K SF activated podium plaza while tying entire project into the new metro silver line and 2.2 mil SF of existing fortress retail center.

Timothy J. Steffan

- Stabilized office, residential and hotel occupancies adding \$40 mil in additional NOI to project.
- Secured 225K SF Intelsat office anchor tenant and 90K SF Deloitte prior to building delivery.
- Created the commercial office leasing group. Stabilized national portfolio occupancy at 88+%
- Established the portfolio-wide parking revenue business unit.
- Oversaw technology and sustainability initiatives introduced throughout portfolio creating significant savings, efficiencies and rebates.

➤ Responsibilities

- Managed all asset management functions in the Eastern United States, comprising approximately 25 million SF of retail, multi-family and mixed use assets.
- Directed the East Asset Management Group, working with the retail leasing group and ultimately responsible for development proformas, leasing returns, tenant work-outs, JV relations, budgeting and long-term projections.
- Directed all commercial office leasing activity nationwide and managed broker relationships across the country.
- Point person in all mixed use development projects nationwide. Managed all multi-family and office JV relationships.

SVP, Property Management & Commercial Leasing, Tysons Corner, VA (2010-2012)

➤ Notable Achievements

- Led team of 4 executives to streamline and create efficiencies on expense side of nationwide portfolio decreasing expenses by over \$10 mil.
- Created 3-4% same center NOI growth annually on \$600 mil of NOI towards the national portfolio of over \$1 bil in NOI.
- Opened Fashion Outlets of Niagara Falls
- Managed continuous operations while redeveloping numerous large scale enclosed malls, including Tysons Corner Center.
- Played an integral role in the future plans for transforming Tysons Corner Center into a mixed-use, transit-oriented destination, leading the leasing, design, operational, marketing, JV relationship and commercial brokerage portions of the project.

➤ Responsibilities

- Managed all aspects of property management for Eastern U.S.
- Worked closely with the SVP, leasing to establish merchandising and redevelopment plans.
- Led 26 mall teams, 2 VPs of Property Management and Marketing and 1 VP of Operations.
- Oversaw all 3rd party and JV relationships in Eastern U.S.
- Supervised VP of Sustainability, implementing all solar, fuel cell and commodity consumption decrease programs.
- Coordinated all office brokerage, listing agreements and all commercial office deal flow for national portfolio.
- Partnered with business development, acquisitions and due diligence on portfolio strategy and financial/strategic planning for Macerich's Central and Eastern U.S. Regions consisting of 25 mil SF and \$750 mil in total revenue.

Vice President, Asset Management, Eastern US, Tysons Corner, VA (2007-2010)

➤ Notable Achievements

- Restructured and reorganized entire 26 person property wide team and reset goals and objectives for Tysons Corner Center.
- Acquired and transitioned The Shops at Northbridge (Nordstrom) 600+K SF luxury shopping center located on Michigan Ave, Chicago, IL.

➤ Responsibilities

- Coordinated 3rd party business relationship with Benison Capital and Marx Realty and managed redevelopment process at Cross County Mall in Yonkers, NY.
- Oversaw all aspects of asset management, leasing, office brokerage, marketing, workouts, business development, due diligence and financial planning for half the Eastern U.S. Region consisting of 13.5 mil SF and \$500 mil in total revenue.
- Responsible for all office leasing in the East and maintaining all Joint Venture relationships in the region

JMB REALTY/URBAN RETAIL PROPERTIES CO., Washington, DC, Boston, MA, NYC

1992-2007

Timothy J. Steffan

Publically traded (eventually privatized in 2004), national enclosed mall real estate company consisting of over 50 mil SF across all major markets

Executive Vice President, Asset Management - Mid Atlantic Region, US (2005-2007)

➤ Notable Achievement

- Founder and Director, Urban / Woodmark, third party commercial office and management group.
- Secured various new business clients including JP Morgan, TIAA-CREF, Herbert Haft and others.
- Stabilized \$2 mil+ in 3rd party business revenues.
- Led re-leasing and redevelopment strategy culminating in the disposition of Georgetown Park at \$20 mil over basis.

➤ Responsibilities

- Oversaw all management, accounting, financial, operation, construction management and leasing functions of approximately seven (7) million sf of retail, mixed use, in- fill and office properties in the Mid Atlantic.
- Specific assets included: Roanoke Mall, Georgetown Park and Mazza Galleria, 130 condominium units, Landmark Plaza and FairCity Mall, the Portals, The Ronald Reagan International Trade Center and several historic buildings.
- Responsible for the direct management of 3 member executive team and six (6) General Managers and one hundred twenty (120) additional personnel. Responsible for the cultivation of municipal relationships and the fostering of new business in the Mid-Atlantic Region with institutional and independent owners.
- Conduct all new business presentations in the Mid Atlantic.

JMB REALTY/URBAN RETAIL PROPERTIES

Vice President, Asset Management – Washington Metro Area, DC, MD & VA (1998-2004), Vice President, Property Management – Georgetown Park, Washington, DC, General Manager / Area Manager – Boston, MA, General Manager – New York, Management Associate/Assistant Manager – Boston, MA.

EDUCATION

The American University, Washington, DC

Kogod School of Business Administration

MBA, Real Estate and Urban Development, December, 1996

Northeastern University, Boston, MA

Master of Business Administration Program 1992-93

Syracuse University, Syracuse, NY

Bachelor of Arts

Dual Major: Psychology/Economics

S.U. Baseball Player

Licensed Real Estate Broker and Property Manager – Virginia, Maryland and Washington, DC

MEMBERSHIPS AND ORGANIZATIONS:

Member, International Council of Shopping Centers. Certified Shopping Center Manager, (CSM), Former Chairman of the Board, The Georgetown Partnership (a business improvement district). Board Member, Fairfax Chamber, Executive Board Member, Visit Fairfax, Board Member and long-time coach, Mclean Little League. Member Delta Upsilon Fraternity.