



### James "Jim" L. Neal, Founding Principal

Jim recently retired as President and CEO of Metzler North America Corp. (MNA), the institutional real estate advisory arm of Bankhaus Metzler. Established in 1674, Bankhaus Metzler is the oldest and largest private bank in Europe. Jim established Metzler's real estate platform in 1988, and continues to serve today as non-executive Chairman, providing oversight and guidance to the firm's institutional investors.

Under Jim's leadership, MNA has executed investment, development, leasing, and disposition volume totaling more than US \$8.2 billion in a broad range of property types and risk profiles in 17 strategic markets nationwide. MNA's real estate investments have, from inception through December 2008, consistently out-performed the NCREIF average throughout several real estate cycles.

Jim is a recognized industry leader and an active participant in related organizations including the Urban Land Institute, National Association of Real Estate Investment Managers, Association of Foreign Investors in Real Estate, and the National Council of Real Estate Investment Fiduciaries. Locally, Jim serves on the boards, and respective executive committees, of both the Downtown Seattle Association and St. Martin's Programs.

Jim began his real estate career in 1982 with Safeco Properties in the controller's group, and subsequently progressed to Vice President of Portfolio Management, responsible for the origination, underwriting, and negotiation of debt and equity investments for separate account clients. In addition, he led two loan workout teams on behalf of large European and U.S. insurance clients.

Jim graduated magna cum laude from Pacific Lutheran University with a bachelor's degree in Finance and Accounting, and has participated in several MIT Center for Real Estate executive programs. Jim resides with his wife, Bridgett, and their two daughters in Clyde Hill.