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Your Commercial  
Real Estate Partner



Expect  
excellence.





Value-added Partner



Guthrie Real Estate has extensive industry experience covering a diverse array of services including asset management, property management, development, construction management, rehabilitation, association management, entitlement, sales and leasing brokerage and finance.

“Guthrie was a partner in a proposed 120-acre master-planned business park, which was purchased by AMB in 2006. We were so impressed with their vision for the future development of the asset and their integrity in our acquisition of the property, we engaged them as the development manager for the vertical development, built-to-suit and land sale program after closing the sale. The project will contain approximately 1.5 million square feet of office, R & D and industrial product.”

*Kim Snyder  
AMB Property Corporation*

“Our relationship with Guthrie goes back to the very first transaction for the company in 2000. We have since done eight more deals with them with total commitments exceeding \$100 million. We definitely value their vast experience and expertise which is demonstrated in their impressive track record through several real estate cycles.”

*Jason Choulochas  
Wrightwood Capital*

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# services



## Asset Management

With its broad and diverse industry expertise, Guthrie Real Estate is well-qualified to assist owners with the creation and implementation of project business plans that meet the needs of each client. Guthrie Real Estate's Asset Management services include budget preparation and analysis, facilities management, vendor and contractor management, acquisition and disposition due diligence, financial and monthly reporting, capital improvements schedule and budgeting, and market analysis.

## **P** Property Management

As a team of experienced professional property managers, Guthrie Real Estate handles all aspects of property management to maximize cash flow for its own properties, as well as third-party clients. Guthrie Real Estate's Property Management services include property management, tenant relations, lease administration, construction services, risk management, budget preparation, CAM reconciliation and monthly management reporting.

## **D** Development/Rehabilitation

With more than 420 commercial buildings developed or rehabilitated across Southern California, Guthrie Real Estate has extensive experience in the development of its own projects and the management of third-party clients' developments. Guthrie Real Estate's Development and Construction services include planning, design and budgeting, management of contractor bidding and selection, value engineering, project scheduling, project meeting and supervision, lien waiver documentation and project final, as well as documentation closeout.

# Value-added Partner

## **A**ssociation Management

Guthrie Real Estate has vast experience as a declarant of commercial subdivision and establishment of maintenance associations and actively manages the associations of its own projects, as well as third-party clients. Guthrie Real Estate's Association Management services include CC&R preparation, owner relations, budget preparation, CAM estimates and reconciliation, vendor selection and management, reserve study and management, dues collection, and financial and management reporting.

## **E**ntitlement Services

Guthrie Real Estate has an immense familiarity in the entitlement process in multiple city, county and state municipalities for a variety of product types and sizes for its own projects, as well as third-party clients. Guthrie Real Estate's Entitlement Services include architectural and engineering coordination, project approval, construction document approval, permit coordination, rezoning and variance, environmental assessment, traffic assessment, schedule development and management, and project reporting.

**Value-added Partner** 



## Robert W. Guthrie

### Chief Executive Officer

As CEO and founder of Guthrie Real Estate, Rob Guthrie is responsible for the firm's vision, values and company strategy. He works closely with debt and equity partners and the real estate brokerage community, and he is actively involved in all strategic decisions affecting the company. With more than 25 years of experience in commercial real estate, Rob has held an ownership interest in the acquisition and development of more than six million square feet of property. During his leadership, Guthrie Real Estate has consistently been ranked as one of the top commercial developers in Orange County. Prior to founding GRE, Rob was a general partner with Burke Real Estate Group for 16 years, where he was instrumental in the firm's growth and success. He earned a Bachelor of Science degree in Finance (Real Estate Emphasis) from the University of Southern California, as well as a Certificate in Real Property Development & Management. Rob currently resides in Newport Beach with his wife and three children.



## John O'Brien

### President

As President of Guthrie Real Estate, John O'Brien oversees all acquisition, due diligence, property management, and development activities for Guthrie Real Estate. Prior to joining Guthrie, O'Brien was a broker for the industrial division of Grubb and Ellis, as well as the Director of Asset Management and Project Director with Burke Real Estate Group. With a 20-year tenure in the industrial real estate business, Mr. O'Brien has conducted the acquisition due diligence for more than 1 million square feet of multi-tenant industrial property, personally managed over 600,000 square feet of industrial, office, and retail space in Orange and Los Angeles Counties, and has been responsible for the development of more than 1.5 million square feet of industrial and R&D product. O'Brien earned his Bachelor of Science degree from the University of California, Irvine and a Master of Arts degree in business from Webster University in St. Louis. He retired from the US Marine Corps in 2009 as a Lieutenant Colonel.