



## **Lon Lundberg, CCIM**

### **Director of Property & Asset Management**

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Over the past 25 years Lon has been actively involved in most aspects of property & asset management, acquisitions, sales, leasing, lending & finance, development and sales management. He has negotiated over \$450 million in transactions through sales, acquisitions, leases, and loans. Lon brings uncommon breadth and depth of real estate expertise, business acumen and insight that his clients and past employers have greatly appreciated to help optimize profitability, add value to their assets and help minimize or mitigate risk.

#### Career History/Professional Recognition

In addition to having operated his own brokerage and property & asset management firm, Lon was the Director of Acquisitions for a national investment realty firm from 2007-2008, where he directed acquisition activities over an eight-state region (mostly CO to TX), oversaw analysis and underwriting of over \$6 billion in assets and negotiated \$141+M in contracts. Before that as VP of Investor & Developer Real Estate for CapitalOne, he provided guidance to clients of over 35 bankers plus his own customers throughout South Texas, closing \$300± Million in commercial real estate loans in the \$3M-\$12M range.

Lon has founded or cofounded seven firms or business ventures and two non-profit organizations, including two real estate brokerage firms (CA & MT). Of the three dozen-plus real estate brokers and property managers he has trained or supervised, at least seven have launched real estate firms of their own. He achieved the coveted CCIM professional designation by 1988; was an RTC-approved contractor in the early 1990's; has developed land projects & new office buildings, renovated non-performing, REO & distressed assets; and has consulted for lenders, the FDIC, developers and corporations in several states.

As Managing Broker of Lundberg & Company Realty Advisors (including JLO Ranch Brokers & affiliated brokerages in MT) from 1995-2004, Lon sold large mountain ranches, commercial & investment properties and assisted in numerous land and commercial development projects. From 1984-1993 Lon operated Lundberg & Company Commercial/Investment Real Estate, the foremost full service commercial brokerage in San Luis Obispo County, CA, which included Asset & Property Management and Advisory Services. After graduation from Cal Poly, Lon acquired the flagship outdoor sports store he managed and built it into Mountain Air Sports – three outdoor specialty stores in S.L.O. and Santa Barbara, CA, two of which still operate under the original business plan two decades after he sold the venture.

#### Affiliations/Education

##### Education and Designations:

California State Polytechnic University, San Luis Obispo - B.S., Bus. Administration

C.C.I.M. – considered the “masters” of commercial & investment real estate

Real Estate Broker Licenses: ID, CA, CO, MT (ID & MT current)

##### Current or Past Service Organizations [amongst many others]:

Treasure Valley Bible Church – serves in various roles

Chair of Board/President/Co-Founder: T.E.A.M. Mentoring, Inc.; a MT 501(c)3 corp – 7 yrs

T.E.A.M. Mentoring, Inc. – Advisory Board Member

Boise Chamber of Commerce Member

Committee Member/Adult Leader: Boy Scouts of A. Troop 61, Ore-Ida Council – 2 years

Chairman of Board/Co-Founder: Gallatin Co. Fairgrounds Foundation 501(c)3 – 5 years

Fair-Board Member – Gallatin Co. Fairgrounds, Bozeman, MT – 5 years

State Director – Backcountry Horsemen of MT & Chapter member

Chair, Economic Development Committee, San Luis Obispo Chamber of Commerce, CA

Current or Past Member: ICSC, CCIM, RLI, ULI, SW MT Ranch Brokers, CFPN, NAR, MAR, NAI

#### Personal

Blessed with an incredible wife and four beautiful children, Lon enjoys his favorite pleasures with his family: skiing, horseback riding, mountain biking, hiking, camping, elk hunts or horse-pack trips... anything in the mountains, in addition to many activities with his church and community friends.