



SAN DIEGO STATE  
UNIVERSITY

The Corky McMillin  
Center for Real Estate  
*College of Business Administration*

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## Center News

**SDSU Wins NAIOP University  
Challenge for the 3rd Time in 4 Years**



[Website](#)



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### *Upcoming Events*

***NAIOP Annual Lunch with  
the Mayor***

July 16, 2014  
Marriott Del Mar  
11:30am Check-in / Lunch

[RSVP](#)

***SDCAA's REVERSE  
TRADE SHOW***

July 22, 2014



The Commercial Real Estate Development Organization, NAIOP, is the leading commercial real estate association for developers, owners and related professionals in office, industrial, retail, and mixed-use real estate. The organization claims over 14,000 members around the nation. Each year NAIOP hosts a University Challenge through their regional chapters. In San Diego the competition is between SDSU, USD and UCSD. The San Diego NAIOP University Challenge was first held in 2011. The SDSU team took home the trophy in 2011 and 2012. On April 25th the SDSU team once again won the trophy, making SDSU a three-time winner of San Diego's NAIOP University Challenge.

Congratulations to the winning team members: Bharat Madan, Ian Bradley, Carolina Conway, Austin Harrison, Kelli Knapp, and Jared Anderson.

## The Real Estate Society 2013/2014 Board Huddles for Final Picture

The Real Estate Society Board and The Corky McMillin Center for Real Estate Director, Dawn Eisenberg, took a final picture at the End of the Year reception held at the Bali Hai Restaurant on May 1, 2014.

Town & Country Convention Center  
1:00 p.m. - 5:00 p.m.

[RSVP](#)

### **NAIOP 11th Annual Rock N'Bowl**

September 4, 2014  
Mira Mesa Lanes  
5:30 pm

Registration required by  
August 15th!

[RSVP](#)

### **NAIOP 19th Annual Charity Golf Tournament**

September 8, 2014  
Morgan Run/Rancho Santa Fe  
1:00 pm shotgun start

[RSVP](#)

### **SDCAA 2014 Charity Golf Classic**

September 25, 2014  
Coronado Municipal Golf Course  
10:30 a.m.

[RSVP](#)

### **Be Our Sponsor**

For sponsorship opportunities,  
call Gloria Negrete at  
619.594.8328 or email

[gnegrete@mail.sdsu.edu](mailto:gnegrete@mail.sdsu.edu)

### **Hiring?**

Email Gloria Negrete,  
Program Manager at  
[gnegrete@mail.sdsu.edu](mailto:gnegrete@mail.sdsu.edu)

**Calling All  
Real Estate Alumni**



Top row left to right: Neli Solis, Rachel Chan, Dawn Eisenberg, and Alex Johnstone. Bottom row left to right: Ian Bradley, Jay Blackwood, Bharat Madan, Austin Harrison, and Jack Losey. Missing from the photo are board members: Carolina Conway and Brent Garcia.

## **Cross-Border Economics Panel Session Offers Perspective on San Diego-Tijuana Business Connections**



Jerry Sanders, Enrique Esparza Jr., Christina Luhn, and Stephen Williams

Four international trade experts presented their perspectives on the partner-like relationship of the San Diego and Tijuana economies during a panel session titled "Cross-Border Economics: A Catalyst for Growth in San Diego". The event was hosted by SDSU's Corky McMillin Center for Real Estate on April 30, 2014.

[Read full story by College of Business Chief Communications](#)

Stay Tuned for future Real Estate Alumni Events!

### ***Real Estate Advisory Board***

**Chair:** [Mark McMillin](#)

[John Agle](#)

[Scott Brusseau](#)

[Stephen Coslik](#)

[Louis Galuppo](#)

[Brandon Keith](#)

[Paul Kerr](#)

[David Malcolm](#)

[Mike Marino](#)

[Scott McClave](#)

[Mike Neal](#)

[Mark McDonald](#)

[Fred Pierce](#)

[Rick Reeder](#)

[Mark Selman](#)

[Russ Sande](#)

[Tim Wright](#)

**FOUNDING PARTNERS**

Officer, Suzanne Finch

## **Real Estate Faculty and The Corky McMillin Center for Real Estate Staff Join the Ranks at SDAR's 2014 Expo**

Thousands of real estate professionals and local vendors turned out for what most consider the largest Realtor event in San Diego County. The expo included a tradeshow, breakout sessions, and a cocktail networking reception. Real Estate faculty member Michael Lea facilitated a breakout session and The Corky McMillin Center for Real Estate staff tabled at the event. The expo was hosted at the San Diego Convention Center on April 11, 2014.

## **The Corky McMillin Center for Real Estate Staff Exhibit at SDCAA 40th Annual Educational Conference and Expo**

The San Diego County Apartment Association ("SDCAA") hosted its 40th Annual Education Conference & EXPO at the San Diego Convention Center on April 22nd. Thousands of property owners, managers, investors and industry suppliers attended this day-long event which included educational sessions as well as the Maintenance Mania competition.

## **Faculty in the News**

### **Dr. Xudong An**

Dr. Xudong An will be speaking at the Homer Hoyt Conference, The Hoyt Group Weimer School of Advanced Studies in Real Estate and Land Economics: Measuring and Managing Commercial and Residential Real Estate Risk. The conference will be held May 16 - 18. Dr. An will be joining the panel titled: The Release of Fannie and Freddie Data - Opportunities for Research.

The Homer Hoyt Institute is an independent, non-profit research and educational foundation established in 1967. The Institute contributes to improving the quality of public and private real estate decisions.

### **Dr. Michael Lea**



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COMMUNITIES  
*"Building The American Dream"*

Dr. Michael Lea will be speaking at the Homer Hoyt Conference May 16 - 18 and will discuss housing finance in the aftermath of the crisis. In addition, Dr. Lea will be inducted as a Fellow of the Homer Hoyt Institute. Congratulations Dr. Lea!

The Hoyt Fellows is a group of industry leaders honored for their leadership and accomplishments in the field of professional real estate. One of the major goals of the Hoyt Group is to bridge the gap between academia and industry.

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## **Alumni at Work**

### **SDSU Alum Develops iPad App for Real Estate**

Jeff Meyers, President of Meyers LLC, is a San Diego State University alum. Jeff founded Meyers LLC, which is a strategic

consulting group. Meyers LLC specializes in providing advisory services to several top ten public home builders. These services include: land acquisition strategies, product development, segmentation, and positioning.

Most recently, Mr. Meyers developed an application to be used with Apple's iPad. Meyers developed the application called Zonda to assist home builders in determining where they should build their next project. The application synthesizes economic factors organized by zip code such as job growth, school ranking, and building permits in order to determine which markets are the best for residential development.

## **San Diego News**

### **\$50 Million Renovation of Del Highlands Town Center**

The owners of Del Mar Highlands Town Center have plans for a \$50 million, three-phase renovation. Donohue Schriber Realty Group states that the renovation will include a new 800-car parking structure, a three-screen expansion of the center's eight-screen movie theater, as well as additional buildings one of which will house a KinderCare.

[Read full story](#)

### **Westfield Plans a \$300 Million Renovation of Plaza Camino Real**

Westfield Group, a Sydney-based mall owner with U.S. headquarters in Los Angeles, is planning a \$300 million renovation of Plaza Camino Real in Carlsbad. Plaza Camino Real is a 45-year old enclosed mall which will be redeveloped into an open-air shopping center.

[Read full story](#)

### **San Diego Developer Wermer Properties Starts a \$130 Million Luxury Apartment Community**

Wermer Properties of San Diego in partnership with Watermarke Properties Inc. of Corona, have begun construction on a 256-unit

multifamily project in Mission Viejo. The community amenities will include two resort-style pools, two fitness centers, a Wi-Fi lounge, game rooms, and underground parking. The project will cost \$130 million and is due to be completed summer of 2015.

[Read full story](#)

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