

KENNEDY WILSON

BROKERAGE

Bruce Carlson

MANAGING DIRECTOR, NORTHERN CALIFORNIA
PROPERTY SERVICES



PROFILE

Bruce Carlson is Managing Director for Kennedy Wilson Brokerage in Northern California. He has more than 35 years of industry experience and oversees broker recruitment and business development for the region. Bruce brings with him vast experience that includes leadership strategy for development, finance, leasing, and capital markets. He is an innovative thinker with strong due diligence, entitlement, investment, and consulting acumen. He has demonstrated success developing and seamlessly executing plans for office, industrial, retail, mixed-use, and multifamily properties.

CAREER HISTORY

Over his career, Bruce has sourced and directed over \$2 billion in development, acquisitions, dispositions, capital market and transactions in multiple markets throughout the country. With experience as both a principal and broker, he has developed expertise and a passion for redevelopment and re-purposing underutilized assets, shopping centers.

Prior to joining Kennedy Wilson Brokerage, Bruce held positions at Steelhead Real Estate Partners, Chicago Title Company, Grubb & Ellis and Legacy Partners Development.

While serving as Vice President with Chicago Title Company in San Francisco, Bruce sourced and completed approximately \$9 billion in title transactions throughout the U.S., Western U.S. and Bay Area, and was awarded for Top Sales Performance. While at Grubb & Ellis, Bruce built and managed its San Francisco Bay Area shopping center leasing and investment group, securing 1 million square feet of leasing & investment assignments. Under his leadership there, he grew the team from three to 15 brokers while developing effective and competitive presentations and sales strategies.

At Legacy Partners, Bruce maximized property income, cash flow and long-term value through directing asset business plans. He led all aspects of acquisition, financial analysis, due diligence, market research, site planning, entitlement and development.

He was formerly co-founder of Radius Development after tenure as a top producing broker at GVA Commercial Realty, CBRE and Cushman & Wakefield.

CONTACT

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QUALIFICATIONS

DRE # 00887127

AFFILIATIONS

International Council of Shopping
Centers (ICSC)

National Association of Industrial and
Office Properties (NAIOP)

Urban Land Institute (ULI)