

Daniel M. Cashdan
Senior Managing Director



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Select Publications

- Some New Ideas in Real Estate Finance, Journal of Applied Corporate Finance; Graff, R., Cashdan, D., Spring 1990, v.3
- Real Estate: A Hybrid of Debt and Equity, Real Estate Review; Booth, D., Cashdan, D., Graff, R. Spring 1989 (Fabozzi, Handbook of Finance)
- PREA – The Green Issue Feature – Green is In; Cashdan D., Summer 2007
- ULI – The Race to a Low Carbon Economy and Critical Role of the Real Estate Industry; Shaikh, S., Cashdan, D.; June 2008

Professional Affiliations

- Pension Real Estate Association
- Governor of Urban Land Institute

Professional Designations

- General Securities Principal - FINRA
- Real Estate Salesman – State of California (#00775430)

Education

- MBA, University of Chicago
- BS, University of Southern California RE Finance

Career Summary

Mr. Cashdan is a Senior Managing Director and Principal of HFF Securities L.P., the real estate investment banking affiliate of HFF. Mr. Cashdan is also a leader of HFF's Equity Placement line of business and is a Co-Head of the Los Angeles office. His responsibilities include business development, managing client relationships and raising equity capital. In addition, Mr. Cashdan is responsible for development of the firm's relationships in Asia, identifying capital and investors looking for global diversification. He has developed and marketed institutional real estate products for over 25 years.

Prior to joining HFF, Mr. Cashdan was a Partner and Managing Director at Chadwick Saylor. Prior to joining Chadwick Saylor, Mr. Cashdan was a Senior Vice President at Aldrich, Eastman, Waltch and President of Real Asset Management Inc., an affiliate of Dimensional Fund Advisors and the RREEF Funds. Mr. Cashdan also founded and served as Chairman and CEO of RealEnergy, a clean-tech energy firm focused on the real estate industry.

Mr. Cashdan graduated from the University of Southern California with a degree in Real Estate Finance and received an MBA from the University of Chicago Booth School. Mr. Cashdan has served on the Booth School Distinguished Alumni Award Selection Committee and the Board of The U.S. Green Building Council during the initial creation of the LEED certification standards. In 2007, he was asked by former Vice President Al Gore to be among those invited to discuss Climate Change and Sustainability as part of Mr. Gore's Inconvenient Truth "presenters" program. Mr. Cashdan is a general securities principal. He has authored numerous articles relating to real estate investment and finance, is a member of the Pension Real Estate Association and is a Governor of the Urban Land Institute.

Representative Transactions

CLIENT	SIZE	DESCRIPTION
iStar Financial Inc.	\$1,349,500,000	Sale of a 32-property corporate tenant-leased portfolio.
Stratford Company III	\$350,000,000	Discretionary funds to acquire land in Sunbelt states.
Stratford IV	\$360,000,000	
Alcion Ventures I	\$303,000,000	Private equity funds structured to execute a high yield U.S. investment strategy.
Alcion Ventures II	\$500,000,000	
Excel Realty Trust (NYSE:EXL)	\$210,000,000	Co-manager of initial public offering.
Mesa West Capital I	\$200,000,000	Discretionary funds to originate and manage bridge financings for transitional properties.
Mesa West Capital II	\$615,000,000	
Parkway Properties Office Fund (NYSE: PKY)	\$200,000,000	Discretionary venture to acquire value-added office properties in Chicago, the Southeast and the Southwest U.S.
Procaccianti Group	\$200,000,000	Discretionary venture to acquire value-add upscale and upper-scale hotels throughout the United States.
Watt Commercial Properties	\$182,000,000	Capitalized five joint venture development transactions in Southern California, including office, retail and multifamily properties.
Circle Capital Partners	\$142,000,000	Joint venture to acquire a two million square foot industrial/flex portfolio in Colorado.
Fifteen Group	\$116,800,000	Two multifamily joint ventures in California and Florida.
Olympic Investors	\$100,000,000	Investment program to acquire value-added multifamily properties nationally.
INCAP Financial Group	\$75,000,000	Investment program to pursue infill land acquisition and development opportunities in DFW.
Pier Management, LLC	\$75,000,000	Joint venture to recapitalize an apartment complex in Hawaii.
Rockpoint Group LLC	\$54,200,000	Arranged the sale of two mezzanine notes secured by condominium towers under development in Los Angeles and Honolulu.
Fund Recap I	\$35,000,000	Restructure capital for two a liquidity-constrained investment managers.
Fund Recap II	\$55,000,000	

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