

**W. Douglass Bond**  
Senior Managing Director



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### Professional Affiliations

- Pension Real Estate Association
- Urban Land Institute

### Professional Designations

- Licensed Real Estate Broker – State of California (#01701004)

### Education

- MBA, UCLA Anderson School of Management
- BBA, Southern Methodist University

### Career Summary

Mr. Bond is a Senior Managing Director for HFF Securities L.P., the real estate investment banking affiliate of HFF (Holliday Fenoglio Fowler, L.P.). His primary responsibilities include managing client relationships and raising equity capital for investment banking clients of the firm. He specializes in raising private equity from pension funds, endowments, foundations, banks, insurance companies and their advisors, and providing advisory and restructuring services to a wide range of public and private clients. Areas of expertise include joint ventures, discretionary funds, programmatic equity and entity level transactions. Mr. Bond has over 20 years of relevant experience and has represented numerous real estate operating companies.

Mr. Bond joined HFF in April 2004 from Chadwick Saylor, a real estate investment banking/investment management firm in Los Angeles where he was a Managing Director and Partner. Prior to Chadwick Saylor, he was a Director at AEW Capital Management where he was responsible for sourcing, negotiating and closing joint venture and entity level relationships for the firm's separate account clients and its opportunity fund in the western United States. Mr. Bond worked for JMB Institutional Realty and Salomon Brothers Realty Group before AEW.

### Representative Assignments

| CLIENT                                     | SIZE         | DESCRIPTION  |
|--|--------------|--|
| The Milestone Group                        | \$1,000.0    | Recapitalized a 57-property apartment portfolio located throughout the Sunbelt and structured an investment program to purchase additional properties. |
| Halcyon Ventures                           | 303.0        | Private equity fund structured to execute a high yield U.S. investment strategy.   |
| Crescent Real Estate Equities              | 245.0        | Joint ventures for two acquisitions and one developer in Texas.  |
| Parkway Properties Office Fund (NYSE: PKY) | 200.0        | Discretionary venture to acquire value-added office properties in Chicago, the Southeast and the Southwest U.S.  |
| Watt Commercial Properties                 | 182.0        | Five joint venture development transactions in Southern California.  |
| Circle Capital Partners                    | 142.0        | Joint venture to acquire a 2 million square foot industrial/flex portfolio in Colorado.  |
| Fifteen Group                              | 116.8        | Two multifamily joint ventures in California and Florida.  |
| Olympic Investors                          | 100.0        | Investment program to acquire value-added multifamily properties nationally.   |
| Lauth Property Group                       | 80.0         | Joint venture to acquire industrial land and develop bulk distribution facilities.   |
| INCAP Financial Group                      | 75.0         | Investment program to pursue infill land acquisition and development opportunities in DFW.   |
| Pier Management, LLC                       | 75.0         | Joint venture to recapitalize an apartment complex in Royal Kunia, Hawaii  |
| Rockpoint Group LLC                        | 54.2         | Arranged the sale of two mezzanine notes secured by condominium towers under development in Los Angeles and Honolulu                                   |
| Butters Acquisitions                       | 50.0         | Investment program for value-added industrial, office and retail properties in Florida.  |
| South Point Seattle Investments            | 35.6         | Joint venture to develop a neighborhood retail center in Seattle.  |
| Confidential                               | 35.0         | Raised preferred equity for a liquidity-constrained fund-of-funds investment manager   |
| Opus                                       | Confidential | Advised parent company on restructuring and liquidity strategies.  |