

Daniel M. Cashdan
Senior Managing Director



1999 Avenue of the Stars, Suite 1200
Los Angeles, CA 90067

T: (310)-407-2100
F: (310)-407-2104
dcashdan@hfflp.com

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

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

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.

CLIENT	SIZE	DESCRIPTION
iStar Financial Inc.	\$1,349.5	Sale of a 32-property corporate tenant-leased portfolio.
The Milestone Group	1,000.0	Recapitalized a 57-property apartment portfolio located throughout the Sunbelt and structured a go-forward investment program.
Mesa West Capital I	200.0	Follow-on discretionary fund to originate and manage bridge financings for transitional properties.
Mesa West Capital II	615.0	
Stratford Company III	350.0	Discretionary fund to acquire land in Sunbelt states.
Stratford IV	360.0	
Alcion Ventures I	303.0	Private equity fund structured to execute a high yield U.S. investment strategy.
Alcion Ventures II	500.0	
Excel Realty Trust (NYSE:EXL)	210.0	Co-manager of initial public offering.
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.
Procaccianti Group	200.0	Discretionary venture to acquire value-add upscale and upper-scale hotels throughout the United States.
Watt Commercial Properties	182.0	Capitalized five joint venture development transactions in Southern California, including office, retail and multifamily properties.
Circle Capital Partners	142.0	Joint venture to acquire a two million square foot industrial/flex portfolio in Colorado.
Fifteen Group	116.8	Two multifamily joint ventures in California and Florida.
Olympic Investors	100.0	
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 Hawaii.
Rockpoint Group LLC	54.2	Arranged the sale of two mezzanine notes secured by condominium towers under development in Los Angeles and Honolulu.
Fund Recap I	35.0	Restructure capital for two a liquidity-constrained investment managers.
Fund Recap II	55.0	

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