

Michael S. Joseph, CFA
Managing Director

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Career Summary

Mr. Joseph is a Managing Director and the Chief Compliance Officer of HFF Securities L.P., the real estate investment banking affiliate of HFF, and is a member of HFF's Leadership Group. Located in Los Angeles, he has over 12 years of experience in real estate investment banking. His primary areas of expertise include joint ventures, discretionary funds, programmatic equity, entity-level transactions, portfolio sales and providing advisory and restructuring services.

Prior to joining HFF, Mr. Joseph was a Senior Associate at Chadwick, Saylor & Co., Inc., a boutique investment bank located in Los Angeles. Prior to that, Mr. Joseph was an Analyst at Merrill Lynch in the Global Real Estate, Hospitality and Leisure Investment Banking Group.

Representative Assignments

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	614.5	Follow-on discretionary fund to originate and manage bridge financings for transitional properties.
Alcion Ventures	498.0	Follow-on private equity fund structured to execute a high yield U.S. investment strategy.
Stratford Company	350.0	Discretionary fund to acquire land in Sunbelt states.
Alcion Ventures	303.0	Private equity fund structured to execute a high yield U.S. investment strategy.
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.
JPI	138.5	Recapitalized the development of a 271-unit, Class "A" apartment development in Hollywood, CA.
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.
Pantheon Properties	100.0	Investment program to acquire value-added industrial properties in the New York/New Jersey metropolitan area.
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 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.
Confidential	35.0	Raised preferred equity for a liquidity-constrained fund-of-funds investment manager.

Professional Affiliations

- CFA Institute
- Los Angeles Society of Financial Analysts
- Market Technicians Association
- NAREIT

Professional Designations

- Chartered Financial Analyst
- General Securities Principal
- General Securities Representative
- Licensed Real Estate Broker – State of California (#01338785)

Education

- BS, Boston University, Summa Cum Laude