

GREGORY M. LIBBY, MBA

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Since graduating from the University of San Diego in 1992, Mr. Libby has held various roles and developed a wide range of experience in real estate. He has worked for real estate management companies, a real estate development company, a restaurant company, a publicly traded Real Estate Investment Trust (REIT), and a real estate services firm. Since 2019, he has been consulting on commercial and residential real estate matters and serving as a licensed real estate broker for various clients. Since 2022, Mr. Libby has been providing expert witness services, with experience in writing opinions and rebuttals, testifying in depositions, and testifying at trial. He has also served as a litigation consultant. Mr. Libby began teaching commercial real estate courses part-time in 2024. He is a member of the San Diego Association of Realtors (SDAR), California Association of Realtors (CAR), and National Association of Realtors (NAR).

EXPERIENCE

CORNELL UNIVERSITY, Ithaca, NY

April 2024 – Present

eCornell Course Facilitator – Commercial Real Estate

- Mr. Libby teaches commercial real estate courses in the highly regarded eCornell certificate program. His role is on a part-time basis. The courses are online, and he engages students, facilitates discussions, provides meaningful feedback, and shares industry experience.

LIBBY CONSULTING, LLC, San Diego, California

July 2019 – Present

Principal

- Mr. Libby serves individual clients, small business owners, and global corporations in whatever capacity he can be most helpful: as a trusted advisor to management or as a hands-on coach for team members. He uses his knowledge and experience for every engagement to help clients improve their performance and outcomes.
- Greg is qualified to consult on a wide variety of real estate and facilities-related matters, including but not limited to the REIT industry and practices, asset management, budgeting, capital expense planning/management, construction, corporate real estate, development/redevelopment, disaster planning and response, due diligence, facilities management, financial modeling, lease abstraction, lease administration, lease agreements, leasing, NNN expenses/reconciliations/audits, project management, property management, and negotiation of lease agreements.
- Mr. Libby's litigation experience started as an expert witness in 2022 and a litigation consultant in 2021. During this period, he has been involved in numerous cases in which he testified in three (3) trials.

HUGHES MARINO, INC., San Diego, California

January 2019 – July 2019

Senior Vice President

- Served in a senior leadership role on the *Portfolio Lease Administration and Advisory* team, working globally with clients on real estate portfolios.

REALTY INCOME CORPORATION, San Diego, California

January 2009 – December 2018

Associate Vice President

- Served as *Head of Property Management* and other roles, leading and developing a large property management team accountable for managing a national portfolio of 5,700+ commercial properties of over 100 million square feet.
- Develop an internal team of property managers, facilities, construction, development, finance, and administrative professionals and work with executive team members.
- Manage diverse property types consisting of retail, distribution, warehouse, office, medical, and R&D properties.

- Responsible for creation and ongoing success of a large-scale capital construction plan and project management for the maintenance, repair and replacement of roofs, parking lots, and HVAC equipment on a national portfolio.
- Accountable for large operating expense budget, capital expense budget, and maintaining key vendor relationships.

ISLANDS RESTAURANTS, L.P., Carlsbad, California
Real Estate Manager

May 2006 – January 2009

- Developed and managed relationships with architects, brokers, city staff, consultants, developers, engineers, landlords, other real estate representatives, executive management team, and internal management personnel.
- Developed and directed strategic market analysis and multi-state expansion/contraction plans for a casual dining restaurant company with up to 60 locations.
- Conducted site selection, financial modeling, property due diligence, negotiated purchase agreements, lease agreements/renewals, and early lease terminations on retail and office properties in a multi-state portfolio.

WALL STREET PROPERTY COMPANY, Del Mar, California
Assistant Vice President

July 1994 – April 2006

- Developed and directed property management and leasing plans for private developers/owners of multi-state retail commercial real estate portfolio.
- Worked with tenants, brokers, consultants, contractors, lenders, joint venture partners, and internal/external management personnel on complex commercial real estate development projects.

CENTERS BUSINESS MANAGEMENT, San Diego, California
Property Manager

July 1992 – July 1994

- Managed retail, industrial, and office properties for parent company and third-party property owners.

EDUCATION & LICENSES

UNIVERSITY OF PHOENIX, San Diego, California
Master of Business Administration (MBA)

UNIVERSITY OF SAN DIEGO, San Diego, California
Bachelor of Business Administration (BBA) in Business Economics

CALIFORNIA REAL ESTATE BROKER LICENSE #01125276

VOLUNTEERING

HOME START, INC. San Diego, California
Member of the Board of Directors

May 2021 – March 2024

- Home Start is a not-for-profit organization with a vision for every child to have a safe, stable, and nurturing home. It has served the greater San Diego community for 50+ years. To effectively prevent and treat child abuse, Home Start addresses the conditions that can contribute to risky or abusive situations – poverty, unsafe neighborhoods, lack of affordable housing, and unemployment – while concurrently addressing individual self-sufficiency and emotional needs.
- Mr. Libby served as a volunteer member of the Executive, Finance, and Audit Committees and the Board of Directors. He also represented the organization on a pro bono basis in acquiring a multi-unit residential property and assisted the organization with facilities, leasing, and property management matters.

BAYFRONT MUELLER FOUNDATION, INC. San Diego, California
Founder and Member of the Board of Directors

December 2018 – March 2024

- Mr. Libby started and served this not-for-profit organization to support the mission of Bayfront Charter High School and Mueller Charter School in Chula Vista, California.

BOY SCOUTS OF AMERICA. San Diego, California
Pack Treasurer and Assistant Scoutmaster

August 2005 – December 2018

- Mr. Libby held various leadership positions and was actively involved in meetings, events, and activities.

Expert Not Retained