

**MARGARET F. TITUS**  
**LEED AP**

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**SUMMARY**

Accomplished real estate development professional with 30 years of experience in achieving entitlements and leading development teams from construction through lease-up on mixed-use residential, office and industrial projects in the San Francisco Bay Area. Skilled in communication at the intersection of government, community stakeholders, and project sponsors, assembling an experienced team appropriate to the solution, and delivering on budget and on schedule.

**REAL ESTATE DEVELOPMENT / MAJOR PROJECT EXPERIENCE**

**Menlo Gateway Office / Hotel Project – Menlo Park, CA - \$550 Million** – Perfected project entitlements, including Development Agreement and Conditional Development Permit and executed infrastructure and offsite obligations with Menlo Park. Secured construction financing.

**De Silva Island Planned Development Residential Project – Mill Valley CA - \$140 million** – Obtained project entitlements from the Marin County Board of Supervisors, regional, state, and federal agencies on environmentally sensitive San Francisco Bay infill site. As Owner's Representative, developed pro forma, negotiated and awarded GC contract, led a design team, and oversaw build-out through sales.

**Meadow Creek Station Mixed Use Project – Corte Madera, CA - \$60 million** – Directed development of mixed-use project including industrial, residential, and office buildings in three phases. Obtained Development Agreement extensions during City's building moratorium. Managed lease-up and tenant improvements. Secured long-term financing.

**Brickyard Landing – Point Richmond, CA - \$60 million** – Obtained entitlements on 241-unit project under B.C.D.C. jurisdiction. Delivered construction on schedule and budget on technically difficult site.

**REAL ESTATE ADVISORY/ REPRESENTATIVE INSTITUTIONAL CLIENTS**

**CALPERS:** Prepared acquisition due diligence, discounted cash flows, and framed investment decisions.

**INTRAWEST:** Prepared acquisition due diligence for resort development.

**CARMEL PARTNERS:** Prepared analyses of multi-family apartment complexes in Palo Alto, CA.

**EDUCATION**

**MBA** – Sustainable Management - Presidio Graduate School, San Francisco, California

**MS** – Urban and Regional Planning – Land Use Economics, University of Wisconsin, Madison, Wisconsin

**BA** – Psychology, The Colorado College, Colorado Springs, Colorado