

# DMJ Realty Partners, Inc.



# About Us

DMJ Realty Partners, Inc. was formed by three like minded individuals who's passion for real estate is fueled by a determination to seek new and innovative ways of practicing smart business and sound investment principles. Headquartered in San Diego, California, DMJ is a privately held real estate investment management and operating company whose goal is to create substantial returns for its investors.

Having demonstrated a superior track record for numerous years, the founders of DMJ were approached by various clients and investors who found it extremely challenging to participate in attractive real estate investments in Southern California. As a result, DMJ was formed.

Focused on acquiring value-add and cash flowing opportunities through select investing in submarkets with high barriers to entry, DMJ is dedicated to guiding its partners and investors to long-term prosperity by means of local expertise in commercial real estate investment.

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**LENNAR**<sup>®</sup>



**TCR**  
TRAMMELL CROW RESIDENTIAL

**CH** REALTY SERVICES

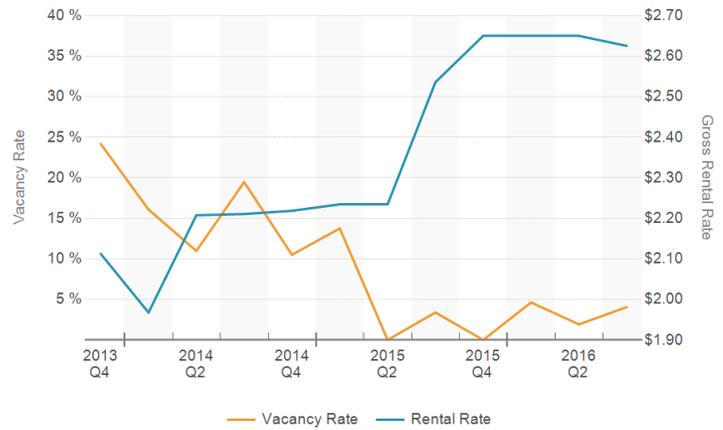


**ColonyCapital**

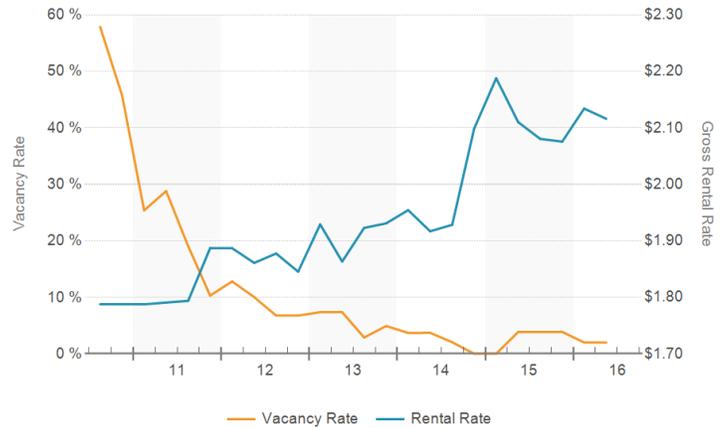
# Our Success Stories

DMJ is recognized for achieving value where others have not. They have exceeded expectations by decreasing vacancy and increasing rental rates on numerous repositioned projects. Below are just a few examples.

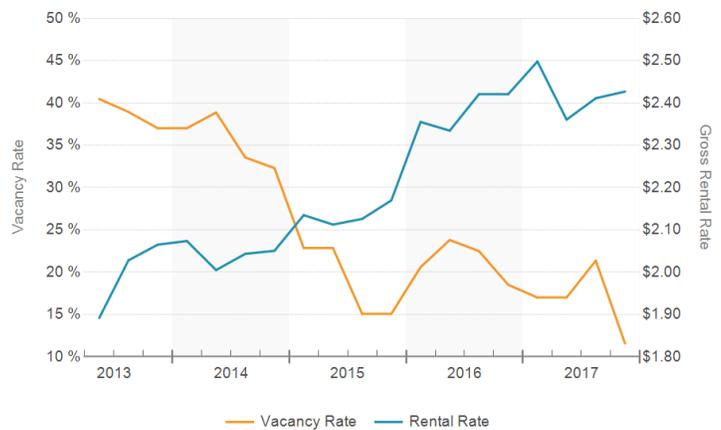
Old Town Plaza



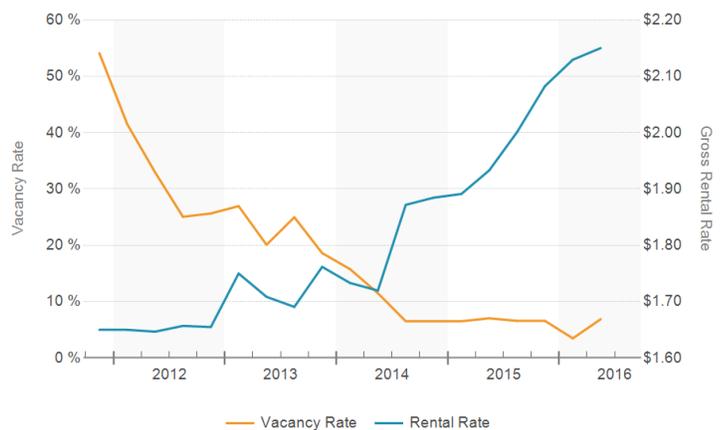
Mission Courtyard



555 West Beech



1620 5th Avenue



# Our Team



## Doug Ceresia, SIOR, CCIM

### Principal

Mr. Ceresia is the past President of both SIOR and CCIM for the San Diego chapter and is heavily involved in the local real estate circles of influence as recognized by the San Diego Metropolitan Magazine "40 under 40" in 2007. As a graduate of the University of Missouri, Mr. Ceresia began his commercial real estate career with Bank of America in the late 1990's originating CMBS debt and conduit loans for commercial assets. This includes transactions with countless high profile clients for some of the nation's most recognized organizations, such as The Koll Company, C-III Realty Partners, AEW Capital Management, Directed Capital, Wells Fargo Trust and Automobile Club of Southern California, amongst others. One of his more notable transactions includes the sale of a Class A office tower to TA Associates for \$30.5 million in Mission Valley.



## Josh Buchholz

### Principal

Mr. Buchholz offers a unique view of leasing and management to his Clients. After receiving his Bachelor of Arts degree in International Business from San Diego State University he began his real estate career with the Abbey Company, personally managing three Class A Office Towers in the City of Commerce, California before transitioning to Brokerage in the mid 2000's. Since that time he has specialized in the leasing and sale of commercial office properties in San Diego with a successful track record of leasing millions of square feet of office space & over 100 transactions completed annually. This includes transactions representing such notable landlords as Bosa Development, C-III Realty Partners, Peregrine Realty Partners, Pepsi and Douglas Wilson Co., amongst others. One of his more significant transactions includes the sale advisory role of a downtown office high-rise for \$49 million.



## Matt Midura

### Principal

Mr. Midura graduated from the U.S. Naval Academy with a B.S. in Economics and has completed post graduate course work from Massachusetts Institute of Technology (MIT) with an emphasis on real estate. Mr. Midura leads several business accounts including Sabal Financial and Trimont Real Estate Services and works with numerous financial institutions across the country on asset optimization to help Clients preserve capital through strategic dispositions. In the last three years, he has helped Clients underwrite over \$2.5 billion of UPB and managed the leasing and sale process of properties in 37 states. One of his more significant transactions includes the valuation and underwriting services for a successful acquisition of a \$244 million portfolio offered by CW Capital.



## Tiffany Balkenbush

### Client Services Coordinator

Mrs. Balkenbush attended San Diego State University where she studied Communications with an emphasis in Advertising. She began her career in commercial real estate in 2013. Currently, she is a Client Services Coordinator managing the day-to-day and ongoing marketing and communication process, including the development and distribution of general property and research information, marketing proposals, market overviews, marketing reports and routine correspondence. She also plays an active role in the development and distribution of property marketing collateral pieces including offering memorandums, email blasts, tours, photography, video as well as design and creation of brochures and deliverables. Additionally, she has proven to be adept at organizing and planning meetings and special functions ranging from small outings to large events.