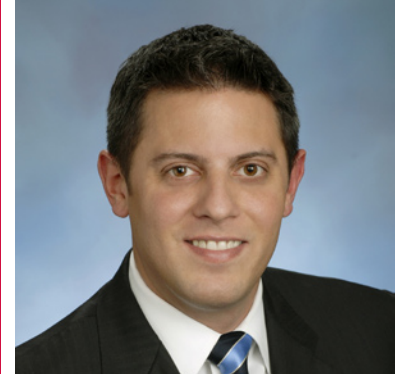


ERICH GUENTHER

Finance Officer
Real Estate Finance



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Erich Guenther joined Norris Beggs and Simpson Financial Services Group in 2005. Erich's 10 years of professional experience along with a strong background in the operations of commercial real estate; specifically multifamily and hospitality industries brings an owner's operational perspective enhancing this outstanding finance team. Erich has joined Mike Wood with the further expansion of Norris Beggs & Simpson's Seattle Real Estate Finance Department. He originates mortgage loans for correspondent life insurance companies, conduits and other various lenders.

Erich's most recent position was with GMCO, Inc. where he served as the Operations Director of the company's hotel portfolio. In this position, his primary responsibilities included managing the P&L's, corporate sales team and finally the profitability of each hotel. Moving quickly into the responsibility of asset growth he directed the company's acquisitions and disposition of assets; his innovation and analytical management skills will enhance the expansion of NBS's financial footprint in Seattle. Erich has also worked for Essex Property Trust, Inc. a multifamily REIT.

Erich Guenther attended Carroll College and is a licensed agent in Washington State.

PROFESSIONAL AFFILIATIONS

- National Association of Industrial & Office Properties - NAIOP
- Washington State Hotel and Lodging Association - WSHLA
- Washington Multifamily Housing Association - WMFHA
- Washington Self Storage Association - WASSA
- Young Professionals International Network - YPIN
- Belden Club