



Presidio Realty Advisors, LLC (PRA) is a real estate development company with a focus on providing affordable housing. Since 2011, it has worked with non-profit and public entities to renovate foreclosed properties and build cost-effective, energy efficient ZNE new homes for first time buyers. Its track record includes the renovation and resale of over 500 homes to moderate income buyers in California, Illinois and Florida. New construction projects are based in Oakland, Richmond, and the burn areas of Santa Rosa. Its non-profit partners include Hello Housing in Oakland, Chicago Neighborhood Initiatives and Habitat for Humanity East Bay and Sonoma County. PRA is dedicated to helping local communities make the most of their resources while also offering outstanding housing options to low and moderate-income families.

PRA's team of senior executives each bring over 30 years of real estate and general business experience to their current positions as Principals.

**David Waal** has extensive commercial and residential real estate and investment experience, including but not limited to finance, renovation, development, and acquisition. Mr. Waal is a regular speaker on investment real estate at many different venues. Principal at Alliance for Revitalized Communities LLC, Mr. Waal has founded two companies, including taking one public by a reverse merger. Mr. Waal has corporate experience as an investment advisor for American Express Financial Services and as a Major Accounts Manager for Xerox.

**John Hess** has a spectrum of commercial and residential real estate experience, including development, managing, financing, leasing, acquisitions, disposition, and brokerage. Previously, he worked as President of First Western Developments in California. Mr. Hess began his real estate career with his family's real estate development company that operates in the Greater Vancouver and Victoria, British Columbia markets. The company focused primarily on single family and multi-unit housing developments.

**Martin Gates** has national experience managing residential real estate development and affordable housing on the West, Midwest and Eastern U.S. Prior to his work at Presidio, his career included management positions in investment sales and financial services. His longest previous tenure was with Wells Fargo where he held management positions in investment finance, trust and venture investments. He holds an MBA from the Haas School of Business, UC Berkeley.