



Haris M Totakhail
National Managing Director – JLL

As the National Managing Director of the Financial Solutions Group, Haris oversees a national team of finance professionals who are responsible for providing sophisticated financial and analytical consulting services required by sellers, buyers, landlords, and tenants. Utilizing his experience and knowledge of capital markets, corporate real estate and standard industry underwriting practices, Haris' team develops financial solutions that benefit clients by identifying critical property-level financial issues and areas for value creation.

Haris has more than 20 years of progressive experience in the real estate industry. Prior to his current role with JLL, he was Managing Director of the Financial Consulting Group for CBRE where he was responsible for managing and providing complex analytical support team in Northern California, the Pacific Northwest, and Rocky Mountain Regions. Prior to re-joining CBRE, he was in Denver as Vice President of Asset Management for a Southern California based private equity firm in which Haris was responsible for the asset management of over 4 million square feet of retail, office, and industrial properties located throughout the country. Prior to his tenure in Denver, Haris was Vice President of Acquisitions in which his responsibilities included the coordination of the underwriting and procedures inherent in the purchase and disposition of properties. Among his accomplishments, he managed a team of due diligence and acquisitions analysts that lead to the purchase of over \$700M in assets.

Haris is a graduate from The University of Colorado at Boulder – Leeds School of Business, Bachelor of Science in Finance, Emphasis in Real Estate.