

Zachary E. Koucos

Senior Director
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Specialty

- Equity Placement
- Debt Placement

Career Summary

Mr. Koucos is a Senior Director in the San Diego office of HFF with more than 16 years of experience in finance and investment advisory. He is primarily responsible for originating commercial real estate debt and equity placement transactions throughout the western United States.

Mr. Koucos is also a registered representative of HFF Securities, L.P., an affiliate of HFF.

Mr. Koucos joined HFF in 2005. Prior to that, he was a Financial Advisor at Morgan Stanley, where he specialized in asset management and investment strategies for high-net-worth individuals and businesses.

Representative Assignments

PROPERTY	LOCATION	TYPE	VALUE
Sterling Collwood - SDSU	San Diego, CA	Fixed-rate	\$56,000,000
Audubon Estates MHC	Alexandria, VA	Fixed-rate	\$52,000,000
Pacific Station	Encinitas, CA	JV Equity & Debt	\$46,500,000
Pacific Mobile Home Park	Huntington Beach, CA	Investment Advisory	\$45,000,000
Camino Village Plaza	Encinitas, CA	Fixed-rate	\$42,300,000
The Hoag Health Center - Irvine	Irvine, CA	Fixed-rate/Construction	\$41,253,276
Courtyard Marriott	Campbell, CA	Construction	\$36,750,000
Metropolis	Irvine, CA	Property Sale	\$32,000,000
Green River Village MHC	Corona, CA	Fixed-rate	\$31,080,000
Rancho Penasquitos Towne Center	San Diego, CA	Fixed-rate	\$25,565,000
Harborview & Centro Apartments	National City, CA	Fixed-rate	\$23,500,000
The Highlands MHC	Santee, CA	Fixed-rate	\$18,000,000
Sofia Hotel	San Diego, CA	Fixed-rate	\$17,000,000
Montebello Town Square	Montebello, CA	Fixed-rate	\$16,000,000
Park Haven Apartments	San Ysidro, CA	Fixed-rate	\$16,000,000
Hotel Maya / Doubletree	Long Beach, CA	Adjustable-rate	\$15,000,000
Mobil Country Club MHC	Rancho Cordova, CA	Fixed-rate	\$15,000,000
Santa Rita Plaza	Monterey County, CA	Fixed-rate	\$13,500,000
Washington MHC Portfolio	Various, WA	Fixed-rate	\$13,329,000
Courtyard Marriott	San Diego, CA	Mezzanine	\$12,500,000
Spanish Ranch II	Hayward, CA	Fixed-rate	\$11,500,000
Pacific Skies Estates MHC	Pacifica, CA	Fixed-rate	\$11,500,000
Pueblo Del Sol	Las Vegas, NV	Fixed-rate	\$10,500,000
Oakcrest Estates MHC	San Jose, CA	Fixed-rate	\$10,379,000
Oasis Club	Orlando, FL	Fixed-rate	\$10,021,000
Creekside Community	San Luis Obispo, CA	Fixed-rate	\$10,000,000

Professional Affiliations

- Urban Land Institute (ULI)
- Manufactured Housing Educational Trust
- International Council of Shopping Centers (ICSC)
- University of San Diego Real Estate Alumni Association Council

Professional Designations

- Series 7, 66, and 31 Licenses (HFF Securities, L.P.)

Education

- BA, Business Administration, University of San Diego