

DAVID HARTUNIAN

Senior Real Estate Asset Manager | Commercial Portfolio Oversight

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PROFESSIONAL SUMMARY

Accomplished Regional Property and Asset Manager with more than 20 years of experience overseeing multi-state commercial real estate portfolios totaling millions of square feet of multifamily, office, retail, industrial, healthcare, telecom, and mixed-use assets. Proven expertise in property operations, asset performance, budgeting, financial reporting, leasing, tenant relations, capital improvement projects, vendor management, CAM reconciliations, and portfolio optimization. Extensive experience supervising third-party property managers, negotiating leases, improving NOI, controlling operating expenses, and executing ownership strategies designed to maximize asset value and operational efficiency. Recognized for building strong tenant relationships, improving portfolio performance, and leading cross-functional teams across geographically diverse portfolios.

CORE COMPETENCIES

Asset & Portfolio Management	Multifamily & Retail Positioning	Leasing Strategy & Negotiations
Budgeting & Financial Reporting	Financial Review, CAM & Reconciliations	Vendor / Property Manager Oversight
Acquisitions & Due Diligence	Market Analysis & Executive Reporting	Lease Administration & Documentation Control

PROFESSIONAL EXPERIENCE

PCMC REIT – Regional Property Manager | Asset Manager | Commercial Real Estate Operations Executive

August 2025 - present | National portfolio

- Lead operational oversight and strategic management of a real estate portfolio consisting of medical office buildings, ambulatory surgery centers (ASCs), healthcare campuses, and related operational assets.
- Direct portfolio leasing strategy, lease administration, site acquisition, transaction execution, and operational real estate initiatives across multiple markets, supporting long-term organizational growth objectives.
- Oversee lease lifecycle management including negotiations, renewals, critical dates, occupancy strategy, financial review, vendor coordination, and portfolio documentation control across healthcare real estate assets.
- Partner closely with executive leadership, physicians, legal counsel, finance teams, brokers, consultants, and third-party operators to align real estate strategy with investment objectives, operational needs, and portfolio expansion initiatives.
- Review and negotiate complex lease structures, business terms, operating agreements, and transaction documents involving healthcare operators, physician groups, landlords, and institutional stakeholders.
- Develop and maintain executive-level portfolio reporting, operational tracking systems, financial summaries, and strategic planning materials to support data-driven decision-making and portfolio optimization.
- Coordinate property operations, third-party vendors, consultants, contractors, and operational teams to maintain disciplined execution, operational accountability, and scalable portfolio infrastructure.
- Support portfolio growth initiatives through market analysis, financial evaluation, occupancy planning, and strategic site selection focused on long-term value creation and operational efficiency.

WiLine Networks | Real Estate Manager / Senior Portfolio Manager

January 2012 - July 2025 | National portfolio

- Managed a national real estate portfolio spanning office, telecom, retail and industrial properties, with responsibility for lease agreement administration, operations, site records, and portfolio documentation.
- Directed site acquisition, site control, and lease execution efforts from initial evaluation through negotiation and closing, supporting business growth across multiple markets across North America.
- Partnered with executive leadership and operations teams to align occupancy strategy, site selection, and real estate decisions with organizational objectives.
- Prepared and negotiated lease and purchase proposals, reviewed commercial business terms and fees, and coordinated legal and transactional support across a wide range of real estate matters.

- Supported portfolio planning and cost management through market analysis, executive reporting, and disciplined oversight of lease obligations, documentation, and operating requirements.
- Contributed to portfolio scalability and operational performance through consistent transaction execution, cross-functional coordination, and strong control of real estate processes.

Jade Enterprises | Asset Manager / Portfolio Manager

February 2005 - December 2011 | Los Angeles, California

- Oversaw a portfolio of approximately 220 real estate assets totaling roughly three million square feet across California and Nevada consisting of mainly multifamily properties but also retail, industrial, and office.
- Managed asset-level business plans focused on leasing activity, repositioning strategy, operational performance, and evolving ownership objectives across a diverse portfolio.
- Reviewed and approved leasing transactions, renewals, and construction-related matters while coordinating negotiations and implementation with internal and external stakeholders.
- Led budgeting, financial reporting, accounting reconciliations, and owner communications to support informed decision-making and portfolio visibility.
- Worked closely with property management and accounting teams to review asset financials, operating expenses, and reconciliations, supporting disciplined oversight of cash flow and performance.
- Supervised property managers, third-party vendors, contractors, and support personnel to maintain accountability and day-to-day operational effectiveness.

CURRENT CONTRACT POSITIONS

- Physicians Capital REIT - Contract real estate and strategic advisory support
- The Hart Groups Commercial Real Estate - Brokerage, advisory consulting and transaction support
- John Hart Commercial Real Estate - Contract commercial real estate support

EDUCATION, LICENSES & CREDENTIALS

- Arizona State University - Bachelor of Science in Business Management, W. P. Carey School of Business
- California Department of Real Estate - Licensed Broker | CAL DRE #01383641
- Nationwide Multistate Licensing System - Licensed Mortgage Loan Originator | NMLS #2727111

TECHNICAL SKILLS

Microsoft Office Suite | Real Estate Documentation & Reporting | Budget Tracking | Lease Administration | AI-Assisted Workflow Tools