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How did you find your way into the industry? As an undergrad I accepted an internship with a commercial sales & leasing broker in Downtown Los Angeles. I was taught the nuts and bolts of the industry, and was instantly attracted to the competitive and “eat what you kill” nature of the business. After graduation I found myself on the mortgage banking side of the industry and never looked back.

What advice would you give to an emerging young leader just starting their professional career? Take the time to listen to the most experienced & successful professionals, and to ask thoughtful questions. Get a mentor. Be a student of the real estate game. Learning from industry veterans is a great formula for building a solid foundation.

What traits do you think define a successful leader? A clear vision for what one wants to accomplish coupled with perseverance are necessities. It’s a highly competitive world and commercial real estate is a zero sum game – your gain is someone else’s loss and vice versa. It would be nearly impossible to succeed in this environment without clear vision and the perseverance to grind through adversity.

What is your current job and what types of projects are you working on now? We are a lender on commercial & multi-housing properties. My focus is on long-term debt secured by stabilized assets. I’m currently working on financing properties ranging from an apartment complex in Santa Barbara to multi-tenant office in Glendale to big-box industrial in City of Industry to a manufactured home community in Sacramento. Every deal is different and presents its own unique set of challenges.

What do you find most challenging about your profession on a day-to-day basis? I HATE losing deals but realize that it’s part of the business, and use it as motivation to get out and generate new opportunities.

What are you looking for in terms of career development - OR In what areas would you like to professionally develop further? I’m always striving to grow my network and strengthen those meaningful connections that I have made over the years. I also love learning about other disciplines within the industry such as engineering, planning, land development, etc. - there are so many interesting ways earn a living in our industry. ULI has been instrumental in helping in both of these arenas.

Describe a situation that was a great learning experience. Moving to Manhattan for graduate school was unforgettable – it was a risk leaving my home market to move across the country but learning about commercial real estate through the lens of New York City was an incredible experience.

How do you deal with stress at work? Sneaking out at lunchtime to go to the gym is critical for me. I don’t do it as much as I’d like to, but on intense days it’s nice to unplug from my phone & e-mail for an hour and regroup.