

# Real Estate Forum

October 2015



**CCIM Institute:  
Speak Your  
Clients' Language**

From Left: Steve Bonera, Mark Maciek, Walt Clements and Keith Webb

**LENDING'S NEW SWEET SPOT**

**INDUSTRIAL UPDATE  
PLUS: EMERGING LEADERS &  
TOP US INDUSTRIAL BROKERS**

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**BRITTEN SHUFORD, 39**  
Co-Founder and President  
PRG Investment & Management Inc.  
Los Angeles

Shuford has a strong belief that our business is a vital cog in creating jobs and improving communities, and that strong, enduring relationships are built by breaking bread, not by email and social media. Shuford was the youngest member admitted to SIOR's Los Angeles Chapter at age 26. He began co-leading the Pacifica Capital Group in 2005 at age 30 and became acting managing partner of Colony Palms Hotel, a Conde Nast luxury boutique hotel in Palm Springs, CA, when he was 32. In 2006, he co-founded Wayans-Pacific Urban Investment Partnership with Keenen Ivory Wayans and went on to co-found Brennan Investment Group in 2009 at age 33. He is currently the co-founder and president of PRG Investment and Management along with PRG Hospitality. Shuford is responsible for a \$180-million real estate portfolio, which includes hotels, industrial, business parks and retail. He is also on the board of directors for the Steven Ohren Foundation.