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### CAREER SUMMARY

Doug Killian joined Voit Real Estate Services in 1989. The company needed a solid performer to establish its presence in the Orange County Office Market, and focused on Doug to fill that role. Since that time he has been a top producer for the company's Irvine Office, and has completed over 1000 transactions throughout the county.

Doug's business philosophy is relationship based. Over time, he has developed and maintained dozens of relationships with key influencers in the commercial real estate community. Time and again, they turn to Doug for help, knowing that they can count on his work ethic, market knowledge and ethical approach to get optimum results.

Integrity is Doug's guiding principle, and he takes pride in the knowledge that he enjoys an excellent reputation with his peers, as well as his clients. When collaborating on a transaction with Doug, his fellow brokers know that he brings value to the transaction through his technical proficiency, up-to-date market knowledge and trustworthiness.

Having experienced the full range of three real estate cycles during his career, Doug has a unique perspective on market trends, and keeps those he represents ahead of current conditions to gain a strategic advantage. He also knows how to get the most for his clients no matter what the market conditions may be. That said, his savvy negotiating ability is skillfully applied in order to help build rapport between Landlords and Tenants that provides the foundation for their relationship that really begins as the transaction is completed.

Through several decades, Doug has maintained his passion for the area, the business and the people he serves. That is also true in his personal life as well, as he spends most of his personal time keenly focused on his family, including his wife, Sommer and his 3 children, Jake , Rachele & Claire. Doug resides in Laguna Beach where he remains active as a surfer and competitive beach volleyball player. He graduated from USC in 1983.