

## Dung Lam

Chief Financial Officer



### Scope of Services

Dung Lam is the Chief Financial Officer of NAI/Merin Hunter Codman responsible for all key financial areas of the firm including the fiscal management and reporting of a portfolio in excess of \$1 billion. He oversees financial planning and analysis, and all aspects of information technology including new cutting-edge technology to monitor third-party commercial real estate vendors. In addition, under his domain are the firm's strategic corporate real estate investments as well as investor relations with the firm's institutional and private-equity client base. Mr. Lam also co-founded the firm's conduit lending program, MHCapital Funding, and is a key member of its credit committee. Mr. Lam joined NAI/Merin Hunter Codman in 2012.

### Background & Experience

Prior to NAI MHC, Mr. Lam founded Peninsula Properties in Ft. Lauderdale. As principal, he sourced the acquisition of real estate assets through performing and non-performing bank notes and REO. He also oversaw all real estate assets under management and was in charge of developing strategic joint ventures.

Mr. Lam has also served as Chief Financial Officer for JI Kislak, Inc., a Miami-based real estate investment and management company. Before that, he was CFO for Royal Palm Communities and during that tenure, was nominated for the South Florida Business Journal's CFO of the Year award.

Throughout his real estate career as executive and principal, Mr. Lam's accomplishments include the investment and capital placement of over \$1.5 billion, real estate development projects of over \$500 million, established a national multifamily property management company, and established two investment funds with a total value exceeding \$50 million.

Prior to leadership positions in the real estate industry, Mr. Lam held financial positions at Fortune 500 companies such as Lockheed Martin, Northrop Grumman and Walt Disney Corporation. He also worked with the Washington Redskins where he helped transform the company to one of the most valuable sports franchises in the world.

### Education

Mr. Lam holds an MBA and a B.S. in Finance and Marketing both from the University of Maryland. He received the distinction of Magna Cum Laude in his undergraduate degree.

### Awards & Other

2007 Nominee for CFO of the Year by the South Florida Business Journal  
2010/2011 Board of Directors with National Multi House Council (NMHC)

### Significant Transactions

Responsible for the investment and capital placement of over \$1.5 billion including over \$1 billion in commercial real estate. Developed over \$500 million in residential development and established a national property management company. Established two investment funds with a total value exceeding \$50 million.