

Richard M. Gollis

**Co-Founder & Principal
The Concord Group**

Richard M. Gollis is a co-Founder and Principal of The Concord Group based in the firm's Newport Beach office. TCG is a national real estate strategy firm with offices in Newport Beach, San Francisco and Boston.

TCG's expertise includes market analysis, development programming, transaction due diligence and asset valuation. Core strengths are identifying optimal development / asset management strategies which maximize property value and minimize market risks. The TCG team has a demonstrated ability to work under tight due diligence deadlines and the capacity to handle single asset or large portfolio analyses in a timely manner.

Recently Richard's focus has been on strategic market and financial valuations of distressed land and operating asset equity and debt portfolios. Importantly he continues to be involved with developer, financial and public agency clients assessing strategies and tactics to succeed in challenging economic times.

Richard's professional affiliations are numerous. He is active in ULI—the Urban Land Institute where he is a Governor of the ULI Foundation, past Chair of the Community Development Council (Blue Flight), and past Chair of ULI's Orange County/Inland Empire District Council. In addition to professional affiliations, Richard serves on the Boards of Directors of several civic and community-based organizations in Southern California. He is currently Co-Chair of the Advisory Board of The Department of Policy, Planning and Design at the University of California, Irvine.