



## HERNAN SANTOS

PRINCIPAL

SF PENINSULA REALTY ADVISORS

533 AIRPORT BLVD. SUITE 400 BURLINGAME, CA 94010

(650) 888-8521

HERNAN@SFPRADVISORS.COM

LICENSE NO: 00817601

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Hernan Santos is a Principal at SF Peninsula Realty Advisors in Burlingame, California and has over 30 years experience in real estate. He has successfully performed complex acquisitions/dispositions and lease/sublease of real estate on behalf of private and public sector clients which has resulted in long-term relationships and award-winning transactions. He has represented clients all over the US and Asia.

Prior to starting SF Peninsula Realty Advisors, Mr. Santos was a Senior Vice President at Kidder Mathews and CBRE. From 1993 to 2010, Mr. Santos was a Senior Director at Cushman and Wakefield and a top producer in 1995, 2001, 2002, and 2003. In 2004, The San Francisco Business Times recognized Mr. Santos for negotiating the biggest office lease in San Francisco and in 2014, he was recognized by the San Francisco Business Times for negotiating the sale of the highest price per square foot building in the West Coast.

### SELECT CLIENT LIST

- ABS-CBN
- Ariba
- Ayala Corporation
- Department of the Navy
- Hynding Office Partnership
- Exponent
- IRS
- Morphe Cosmetics
- King & Spalding
- Elevate Brand Partners
- New York Life
- Restoration Hardware
- Sares Regis Group
- Shearman & Sterling
- The Gymboree Corp.
- USPS
- San Mateo County
- Scottish Enterprise
- TRICOR America
- Lucid Motors
- PS Fong Investments
- Carr McLellan
- Vinfast Motors
- Williams Sonoma

### EDUCATION AND AFFILIATIONS

- Cornell University Ithaca, New York
  - Member Association of Silicon Valley Brokers
  - Member of the Cornell Real Estate Council
  - Mid-Peninsula Boys and Girls Club
  - Weingarten Children's Center
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