



Stephen A. Rosetta, SIOR

EXECUTIVE MANAGING DIRECTOR | BROKERAGE SERVICES

CUSHMAN & WAKEFIELD OF SAN DIEGO, INC. - LICENSE NO: 01329963
CALIFORNIA LICENSE NO: 1123911

Stephen A. Rosetta is the Executive Managing Director for the San Diego region of Cushman & Wakefield. In addition, he is a member of C&W's management team for Southern California, the Global Leadership Group, and the Broker Advisory Committee. Mr. Rosetta possesses more than 16 years of diverse real estate experience. Over the course of his career, he has completed real estate transactions on a national and international basis, totaling in excess of 13 million SF and has advised clients on over \$500 million in investment transactions totaling more than 3 million square feet and over 400 acres of land.

Mr. Rosetta specializes in advising clients on the acquisition and disposition of investment properties and the representation of corporate tenants. He has met the complex real estate needs of numerous notable clients, including Illumina, Wells Fargo, AIG, JP Morgan Chase, Fish & Richardson, Union Tribune, Hewlett Packard, Ashworth, and UBS.

Mr. Rosetta has also played a lead role in the development of C&W's San Diego operations. In 2002, he purchased the San Diego region from C&W and formed Corporate Real Estate Advisors, a member of the Cushman & Wakefield Alliance. In four years, Mr. Rosetta grew the Alliance office to more than three times its original size and made the firm a dominate leader in the San Diego region for tenant and landlord representation. Due to the firm's success in the region, C&W purchased the Alliance office from Mr. Rosetta in 2005. In 2007, Mr. Rosetta spearheaded the acquisition of Burnham Real Estate for C&W.

Mr. Rosetta has been consistently recognized as the top producer for C&W in San Diego and is a member of the firm's prestigious Chairman's Circle. In 1998, he was the recipient of C&W's Rookie of the Year award. Most recently, Mr. Rosetta was integral in C&W's acquisition and integration of Burnham Real Estate, creating the largest commercial real estate services operation in San Diego County.

Mr. Rosetta is also an active member of the community serving as a board member with Junior Achievement and was prominently involved in the recent development of its Biz Town facility. After his colleague and friend became paralyzed from an accident, Mr. Rosetta founded the HeadNorth Foundation. The HeadNorth Foundation is a nonprofit organization whose mission is to provide essential support and guidance to individuals and families affected by spinal cord injury, while championing a cure for paralysis. Mr. Rosetta continues to serve on the executive committee of the organization.

Mr. Rosetta is also a member of numerous professional organizations including CoreNet, NAIOP, SIOR, ULI, EDC Next Generation Board and the U.S. Green Building Council.