



## James N. Travers

**Principal**  
**Downtown Los Angeles**

### Professional Experience

James holds a national reputation as a leader in the commercial real estate industry. His market expertise, creative deal making skills, and keen knowledge of the art of negotiation have maintained his position at the forefront of the industry.

As the Founder and Chairman of Travers Realty, he led one of the most powerful negotiating teams in California. With his leadership, Travers Realty maintained a strict dedication to tenant representation, and successfully negotiated over \$11 billion in real estate transactions since its inception in 1978. In November 2014 Travers Realty affiliated with Cresa West Los Angeles.

James is frequently called upon by clients, fellow brokers, and industry experts for his opinions on complex litigation, lease negotiations, and to provide clarity on intricate industry matters. He has been a keynote speaker on a multitude of real estate panels, and has been awarded and honored on many real estate occasions, including Outstanding Broker of the Year. For the 4th year in a row, James has been featured in the Los Angeles Business Journal issue of "The Los Angeles 500 Most Influential People" in 2016, 2017, 2018, 2019 and 2020.

### Clients

James has served as the team leader on several large corporate assignments including AIG SunAmerica, Bank of the West, California Bank & Trust, Colony Capital, Edmunds.com, Gensler, Hogan Lovells, Houlihan Lokey, Lions Gate Entertainment, PennyMac, Preferred Bank, The Broad Foundation, Warner Music Group, Wells Fargo, Western Asset Management, W.M. Keck Foundation, TCW, Jeffer Mangels, Freeport-McMoRan, Macerich, Norwegian Cruise Line, and Leonard Green & Partners, Manufacturers Bank, Open Bank, LifeCare & Upfront Ventures. Along with the various companies, James has had an extensive working relationship with over 250 law firms and over 50 Japanese companies throughout his career.

### Affiliations

James is one of the Founders of the Museum of Contemporary Art, Los Angeles (MOCA) and a Member of the Executive Committee, Governing Board at FIDM.

### Education

James received his B.S. from the University of Cincinnati. Graduated with honors in the ODK fraternity; recognizing scholastic and leadership recognition. In addition, James was the Ombudsman of the University representing over 30 thousand students in his senior year 1969.

### Contact

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**“Jim Travers did a great job of finding the right space and negotiating the right lease for both SunAmerica and The Broad Foundations. The Travers team is professional and knowledgeable -- they are terrific.”**

Eli Broad, Founder  
The Broad Foundation

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