

# GLENN FRIEDRICH



## Managing Principal

San Diego

As a Managing Principal, Glenn is well versed in tenant negotiation and understands the diverse needs of the companies he represents. With over 30 years of experience, he knows how to structure transactions to uniquely benefit each client and has handled lease or purchase requirements with total consideration in excess of \$1 billion. Glenn takes a single-minded approach to meeting client needs and strives to exceed expectations. A Carlsbad resident, Glenn enjoys golf, skiing, and family time.

### AFFILIATIONS

Glenn is a member of San Diego Venture Group, Biocom, Business Forums International, and ProVisors. In 2017, Glenn was a recipient of the Cresa President's Award and was previously recognized as a Cresa Top Producer in 2015.

### EDUCATION

Glenn attended the University of Southern California where he majored in Psychology and was the president of the Sigma Alpha Epsilon fraternity.

### SELECT CLIENTS

- 3D Systems
- Anokiwave
- ATA Engineering
- Berger Abam
- BioAlta
- Chicken of the Sea
- Dell EMC
- Dowling & Yahnke Wealth Management
- HomeFed Corporation

2051 San Elijo Avenue  
Cardiff, CA 92007  
[www.cresa.com/san-diego-ca](http://www.cresa.com/san-diego-ca)

"My company has worked with Glenn for over the past 8 years. He has gone out of his way to represent our interests in an aggressive and professional manner. As a defense contractor, we had several special real estate needs, which he grasped the complexities of and has done an outstanding job of translating them into cost-effective solutions for our business."

Bruce Lumley, Corporate Real Estate Manager  
BAE Systems

MOBILE  
858.922.5503

E-MAIL  
[gfriedrich@cresa.com](mailto:gfriedrich@cresa.com)

DRE#  
00961346

cresa