



Les Whittlesey

FOUNDING PRINCIPAL

WDland

94 Discovery Irvine, CA 92618

MOB 949.285.1155 DIR 949.789.4555 ext. 14

Les.w@wdland.com

EDUCATION

California State University
Long Beach (Major in Communi-
cations, Minor in Marketing)

LICENSES

California Real Estate Broker
BRE Lic. No. 00941004

AFFILIATIONS

Building Industry Association
Home Builders Council

AREA OF EXPERTISE

Les has completed transactions from San Diego to Central California. From raw land owners to land developers, builders and financial lending institution, he spends a majority of his time representing Seller's due to his strong marketing expertise of selling land for residential development.

PROFESSIONAL ACCOMPLISHMENTS

- ◆ Closed over \$1.7 billion and 27,000 lots
- ◆ Sold over 600 million in sales in the Chino/Eastvale/Ontario market
- ◆ Represented the Seller of a \$46 million mobile home park in Huntington Beach

COMMUNITY INVOLVEMENT

Due to his love of aviation, and wanting to pass that passion on to others, in conjunction with The Experimental Aircraft Association hosts Young Eagles events where rides are given to kids from 8 to 18 at no charge to introduce them to aviation.

NOTABLE TRANSACTIONS

- ◆ **Chapman Heights** - sold lots in 1400 unit master planned community
- ◆ **Providence Ranch** - handled the land sale for 1,200 lots in the master plan.

BUSINESS BACKGROUND

Les Whittlesey is a founding principal of WD Land, an Irvine, CA based land brokerage firm and has been in the residential land business for almost 30 years.

Prior to establishing WD Land in 1996 with Tom Doyle, Les was Executive Vice President of the Hoffman Company where he was the company's top producer during his tenure at the firm from 1989 to 1995. He also marketed REO properties with major financial institutions, developed sophisticated land analysis models and programs, as well as established training programs for sales agents.

Les began his career in real estate with Grubb & Ellis in 1986, where he formed the Residential Land Division for the Ontario office. While there, he was the Top Producer 1989 and was in the Top Twenty in the Pacific Southwest.

Les is a graduate of California State University, Long Beach, earning degrees in communications and marketing and is a licensed California Real Estate Broker. He is a member of the Building Industry Association and the Home Builder Council and is a certified commercial pilot and avid collector of vintage aircraft.

INTERESTS

Les's life long passion is for aviation, having soloed at the age of 17. He has flown over 80 types of aircraft, is a Commercially rated pilot and former Flight Instructor. He fly's vintage aircraft that he has restored.