



Richard B. Essen, Principal

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Part of the commercial real estate industry since 1981, Richard Essen has an intimate knowledge of the leasing process from both the landlord and tenant perspective, and brings those perspectives to work each day for the benefit of ORION's broad client base. Over more than three decades, Essen has represented landlords and tenants in more than 5 million square feet of transactions with a consideration in excess of \$400 million. An expert in the Orange County office market, he has directed the leasing strategies for many high-profile, multi-tenant office properties including Irvine

Concourse/Main Plaza, South Coast Metro Center, Newport Gateway, 100 Bayview, Century Centre and Pacific Financial Plaza/800 and 840 Newport Center Drive.

Essen's extensive tenant representation work has included transactions with equally well-known firms in the following industries: Pharmaceutical (Pfizer, Pharmacia), Consumer Products (Procter & Gamble, Bausch & Lomb), Technology (Canon Computer Systems, Intel, Siemens), Risk Management (Allstate, SullivanCurtisMonroe), Media (Bates Advertising USA, Casanova Pendrill), Automotive (Infiniti, Nissan Motor Corp) and Municipal Finance (Fieldman Rolapp Associates).

Prior to joining ORION, Essen spent 25 years with Cushman & Wakefield as a Senior Director. He received his associate degree from Bristol College, is a member of NAIOP SoCal and is a licensed California Real Estate Broker.



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