



**THE LOCAL REALTY™**

A Lifestyle Real Estate Company

## **Patrick A. Hale**

CEO | Broker of Record  
CA BRE Lic #01777558

Email: Hale@TheLocalRealty.com

Direct Cell: (858) 539-6803

24 Hour Support: (866) 538-6057

Patrick A. Hale is the Founder and Chief Executive Officer of The Local Realty, Inc., a leading lifestyle real estate company and global leader in providing local real estate services. A seasoned California Real Estate Expert with over 12 Years of Real Estate Brokerage experience, Mr. Hale is ranked in the top 5% of all agents in California selling 300+ properties.

Mr. Hale is an entrepreneur with a diverse background in real estate, including: Home Building & Construction, Mixed-Use Real Estate Development, Residential and Apartment Building Investments, Short Sale Negotiation and Residential/Commercial Real Estate Brokerage.

Prior to founding The Local Realty, Mr. Hale served as Commercial Real Estate Analyst for Grubb & Ellis | BRE Commercial and Branch Manager of Realty Source, Inc. In addition, he served as Development Analyst of Pierce Education Properties, working directly with the CEO developing RFP's and RFQ's for multi-million to billion dollar real estate developments across the US.

Mr. Hale received his bachelor's degree in City Planning from San Diego State University where he received the Outstanding Business Student of the Year Award and assisted in founding The Real Estate Society; a non-profit organization which exposes college students to all aspects of real estate and connects students with careers in the real estate industry.

In 2012, Mr. Hale was elected as the youngest Board of Director in history for two of the largest trade associations in the country, the San Diego Association of REALTORS and Sandicor, the San Diego MLS serving over 19,000 real estate professionals. Mr. Hale maintains an active membership in the National, California, Monterey County, Orange County and Greater San Diego Association of REALTORS. In addition to his large database of clientele, Mr. Hale maintains connections with developers, investors, contractors and some of the top industry professionals in the US.

## **Experience**

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### **President & Chief Executive Officer**

**2007-Present**

#### **The Local Realty, Inc., San Diego, CA**

Founded lifestyle real estate company which provides the tools and resources real estate professionals and consumers require to compete in their local marketplace.

### **Founder**

**2005 - Present**

#### **Localstown, LLC, San Diego, CA**

Founded company as a Network Media Relations and advertising company which powers over 400 online community networks, hosts charity events and assist business owners in connecting with local consumers.

### **Real Estate Development Analyst**

**2007 - 2009**

#### **Pierce Education Properties, L.P., San Diego, CA**

Assisted Owner and developer in preparing RFP and RFQ research for multi-million to billion dollar mixed use developments around the US.

### **Research Analyst**

**2006 - 2007**

#### **Grubb & Ellis | BRE Commercial, San Diego, CA**

Responsible for updating and maintaining the company's internal commercial property database.



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## Accomplishments

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- Ranked in the Top 5% as a Sales Agent in California based on volume
- 2012-2015 Youngest Director in History - SANDICOR, the San Diego Regional Multiple Listing Service
- 2011-2015 Youngest Director in History - San Diego Association of REALTORS® (SDAR)
- 2010-2011 Chair – The San Diego Association of REALTORS® (YPN)
- 2009 Received California Real Estate Brokers License
- 2009 Received Bachelors of Arts Degree in City Planning – San Diego State University (SDSU)
- 2009 Outstanding Business Student of the Year – San Diego State University (SDSU)
- 2008 California Association of REALTORS® Mckinley Award Winner
- 2008 National Association of Industrial & Office Properties Award Winner
- 2005-2009 Founding Member, President– The Real Estate Society of SDSU (RES)

## Professional Certifications/Designations

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- Accredited Buyers Representative
- Certified Condominium Specialist
- Certified Distressed Property Expert
- Certified Local Expert
- Military Relocation Professional
- Real Estate Brokers License
- Sellers Representative Specialist

## Professional Memberships

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- Accredited Buyers Representative
- American Planning Association (APA)
- California Association of REALTORS®
- Greater San Diego Association of REALTORS®
- Institute of Real Estate Management (IREM)
- Monterey County Association of REALTORS®
- National Association of Hispanic Real Estate Professionals (NAHREP)
- National Association of Industrial & Office Properties (NAIOP)
- National Association of REALTORS®
- Orange County Association of REALTORS®
- Pacific Southwest Association of REALTORS®

## Education

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- Accredited Real Estate Coursework 2004-Present
- San Diego State University: San Diego, California 2004-2009  
BA City & Urban Planning
- Carmel High School; Carmel, California 2000-2004