

## THE GRAPEVINE

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headquarters and New York. Through various investment platforms, Kaufman invests in properties leased to the federal government, buys and develops senior housing and pursues distressed mortgages. Ginsberg previously had a short stint as a managing director at **Newmark Grubb** in New York and, before that, led the New York loan-workout group at **Torchlight Investors**. He's also worked at **NGP** of McLean, Va., and **Government Properties Trust** in Omaha.

**Jung Cha** joined **Related Cos.** last month as a vice president in New York. He spent the last five years at **Starwood Hotels & Resorts Worldwide**, where he most recently was a vice president with a focus on financial planning and analysis.

Partner **Brooks Blake** left fund-of-funds operator **Verdis Investment** last month and has joined **Bain Capital** of Boston as an investment director. Blake worked on real assets at Conshohocken, Pa.-based Verdis, including property deals. His

duties included raising capital and picking managers with which to invest. Blake previously had stints at **Xander Advisors** of India and **JBG Cos.** of Chevy Chase, Md.

**Reid Fujinaga** joined **Western National Property Management** as an asset manager at its Irvine, Calif., headquarters. He oversees a portfolio of value-added and opportunistic properties in the Western U.S. and reports to **Valerie Kunimura**, director of asset management. Western National acquires and develops multi-family properties. Fujinaga was previously an investment-sales analyst at **Berkadia**, where he spent the last three years. His hiring was arranged by recruiting firm **RETS Associates**.

West Coast acquisitions and development pro **Chris Tourtellotte** is joining **LaTerra Development** of Los Angeles. The residential and mixed-use developer is headed by his father, **Charles Tourtellotte**, who is chief executive. Chris Tourtellotte had been an acquisitions and transactions executive at **Prudential Real Estate Investors** since 2008, focusing on West Coast deals. He'll start May 4 at LaTerra

as a vice president of acquisitions and development and will lead the shop's apartment platform.

Veteran New Jersey capital-markets pro **Grace Braverman** has jumped to **HFF** as a senior analyst. Braverman, who spent 19 years at **Cushman & Wakefield**, made the move two weeks ago. At HFF, she'll help underwrite office, industrial, retail and multi-family properties. Braverman joins the capital-markets team headed by senior managing director **Jose Cruz**, a Cushman veteran who moved to HFF in 2010.

**MetLife Real Estate Investors** has added a researcher. **Adam Ruggiero** started last week in Morristown, N.J. as an associate director in the risk, research and analytics group. He'll work on strategy development, research publications and market analysis, reporting to **Richard McLemore**, a director and head of real estate research. Ruggiero spent the past eight years at **Prudential Real Estate Investors**. He left as an assistant vice president working on asset and portfolio management, research and capital raising.