



LaTerra Development is a privately owned, Los Angeles based land investment and development company, focused on urban infill locations in California. We specialize in project entitlement, land development/re-development, and community design. Our mission is to create dynamic mixed-use and residential developments that provide positive fiscal impacts to neighborhood communities, while utilizing designs to incorporate green building practices and sustainable materials.

www.LaTerraDev.com

LaTerra Hires Chris Tourtellotte As VP Of Acquisition & Development

5/5/15

LaTerra is pleased to announce it has hired Chris Tourtellotte as Vice President of Acquisitions and Development. Chris will be responsible for sourcing and closing new acquisitions in Southern California, assisting with project entitlements, and overseeing LaTerra's apartment development platform.

According to Tammy Harpster, LaTerra's Chief Investment Officer, "Chris is an ideal addition to the LaTerra management team. His disciplined institutional training and broad-based skill set coupled with his entrepreneurial business approach will enhance LaTerra's expanding development program."



Prior to joining LaTerra, Chris spent 7 years at Prudential Real Estate Investors (PREI) playing a pivotal role on the West Coast acquisitions and development team. PREI is a global real estate private equity investment fund manager with \$52 billion of gross assets under management.

Most recently at PREI, Chris held the position of Director, overseeing all development activity west of the Mississippi River with over 20 development deals at a total cost basis greater than \$1 billion. In this capacity, Chris was responsible for negotiating Joint Venture documents for all new and existing partners, leading deals through closing, and overseeing the construction process. Prior to Chris' role overseeing West Coast development, Chris spent 5 years on the West Coast acquisitions team. As an acquisitions Associate, Chris managed a team of analysts and worked on closing over \$1 billion in acquisitions including spearheading the recapitalization of a \$370 million, 9-asset data center portfolio with Digital Realty (the largest data center REIT in the world) and the purchase of three San Francisco high rise office buildings worth a total of approximately \$600 million. Chris started at PREI as an Analyst, where he underwrote over \$4 billion worth of deals across all property types (multifamily, office, retail, industrial, and hotels) and all layers of the capital stack (senior debt, subordinate debt, preferred equity and equity).

During his spare time, Chris co-founded SnowGlobe Music Festival, which is now a world-renowned annual music festival drawing over 45,000 attendees over the three days leading up to and including New Year's Eve in South Lake Tahoe, CA. Chris was responsible for raising the capital and structuring and negotiating the venture between partners and investors.

Chris holds a bachelors degree in Business Administration (Cum Laude) with a double concentration (Finance & Accounting) and a minor in Real Property Development from California Polytechnic State University, San Luis Obispo, CA.

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