

Real Estate **Forum**

An **ALM** Publication

OCTOBER 2018

5040 UNDER 40

The New Class of
CRE's Rising Stars

2018

FEATURING

APARTMENTS' NEW ALGORITHM

TOP INFLUENCERS IN MULTIFAMILY

GO LOCAL IN...NEW YORK CITY



CHRIS TOURTELLOTTE, 33

Managing Director

LaTerra Development

Los Angeles

As head of acquisitions and capital markets for one of the most active and fastest growing real estate development companies in California, Chris Tourtellotte has established himself as a prominent force in the market. In the three years he's been with

LaTerra, Tourtellotte has led the firm's transformation from being a buyer and seller of land to an investor and developer of urban infill apartment and mixed-use development sites near transit and employment centers. As part of this effort, last year he oversaw the acquisition of seven such project sites in Southern California that have a total projected buildout value of around \$1 billion. Also in the past year, Tourtellotte recruited several key multifamily executives to the firm. An active member with ULI and member of its Los Angeles housing council, Tourtellotte co-founded the SnowGlobe Music Festival on the ideals of sustainability, outdoor sports, entertainment, design and community.