

## **FRED SCHUSTER**

(858) 245-9273 | Fredschuster25@gmail.com

LinkedIn: [linkedin.com/in/fredschuster](https://www.linkedin.com/in/fredschuster)

### **EXECUTIVE SUMMARY**

Accomplished C-level real estate finance and investment executive with 30+ years of leadership in commercial and residential real estate (all asset classes including office, industrial, multi-family, retail, hospitality, branded residential, etc...), with an emphasis in development, investment management, asset management, operations, finance and accounting. Recognized for building and leading high-performance teams. Proven track record sourcing and managing over \$1 billion in debt and equity, with direct capital relationships ranging from institutional investors to high-net-worth individuals.

### **PROFESSIONAL EXPERIENCE**

<b>President</b>	<b>2025 - present</b>
<b>FGS Realty Advisors, Inc. – Del Mar, CA</b>	<b>2004 - 2018</b>

\*Real Estate Consulting/Advisory and Expert Witness/Litigation support firm\*

- Founded and led a full-service Real estate advisory firm with specialization in hospitality.
- Consulting/advisory services include; asset management, development, finance & accounting, hotel operations, business planning/strategy, underwriting/modeling and capital raising.
- Provides expert witness/litigation support in complex real estate and economic damage cases – examples include; partnership disputes, construction defect, operator disputes, forensic accounting, standard of care issues and business interruption.
- Delivered over \$1B in brokerage transactions – finance and sales.

<b>EVP, Chief Financial Officer, Chief Investment Officer</b>	<b>2018 - 2025</b>
<b>The Robert Green Company – San Diego, CA</b>	

\*Luxury Hospitality & Mixed-Use Real Estate Developer & Owner\*

- Oversaw development of landmark projects including:
  - Completed: Pendry San Diego, Montage Healdsburg, Four Seasons Resort Jackson Hole, Four Seasons Hotel Palo Alto
  - In Progress: Montage & Pendry Residences (La Quinta, \$800M), Santa Barbara Waterfront Hotel (\$100M+), Mountain View Hotel & Office (\$250M+), 4th & J Hotel San Diego (\$200M+)
- Directed all finance, accounting, legal, and administrative functions.
- Led capital sourcing and structuring of over \$1B in debt and equity for high-profile developments.
- Built and maintained relationships with institutional investors, family offices, and HNW individuals.
- Managed a senior leadership team including Corporate Controller, VP of Residential Sales, Directors of Finance and Asset Management.

**Corporate Director of Finance** **1996 - 2004****Four Seasons Hotels & Resorts, Residence Clubs – Carlsbad, CA**

- Founding member of the Residence Club division, pioneering mixed-use luxury development.
- Oversaw \$100M+ annual division revenue across four operational properties and ten in development.
- Acted as CFO, integrating development, finance, accounting, and legal operations.
- Secured and managed over \$300M in financing (construction and hypothecation loans).
- Aligned divisional practices with corporate accounting and operational standards.

**Corporate Controller** **1988 - 1995****The Naiman Company / Sporting Clubs of America – San Diego, CA**

- Directed accounting for 3M+ sq. ft. of real estate (office, industrial, hotels) and large-scale health club developments across North America.
- Managed \$200M+ in treasury functions, tax reporting (50+ returns), audits, and risk management.
- Projects included:
  - Naiman Tech Center (700K sq. ft. office park)
  - The Sporting Clubs of America (10 health clubs, 100K+ sq. ft. each)
  - The Aventine, La Jolla (mixed-use development incl. Hyatt Regency and 210K sq. ft. office)
- Served as lead liaison during bankruptcy proceedings.

**Senior Auditor** **1984 - 1987****Kenneth Leventhal & Company (now Ernst & Young) – San Diego, CA**

- Audited and consulted for prominent real estate clients.
- Specialized in real estate-focused tax, audit, and advisory services.

## EDUCATION

**San Diego State University – San Diego, CA**

Bachelor of Science, Business Administration (Accounting) – 1984

## CERTIFICATIONS & AFFILIATIONS

- Certified Public Accountant (CPA)
- Licensed Real Estate Broker – California Department of Real Estate