

Kyle Sherburne

Vice President, HRS Commercial
Advisory & Brokerage



Kyle Sherburne

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Education

University of Oregon

Bachelor of Science, Business
Administration

Professional Affiliations/ Accreditations

- CoreNet Global, Masters
in Corporate Real Estate
(MCR)

Kyle Sherburne is a Vice President at HRS Commercial, a commercial real estate advisory and brokerage firm based in Newport Beach, California. Prior to joining HRS, Mr. Sherburne was the Director of Real Estate for Foundation Building Materials, one of the leading sellers and distributors of interior building products across the US and Canada. At the beginning of Mr. Sherburne's tenure, the privately-held company consisted of approx. 80 branch locations and grew to almost 300 branches throughout his time with FBM. Under Mr. Sherburne's leadership, the company achieved their growth targets annually for new greenfield branches, supported growth by acquisition, navigated the changes in lease reporting requirements as a publicly traded company, all while achieving successful outcomes on each lease expiry in the company's portfolio.

Mr. Sherburne's experience at a high-growth company afforded him the opportunity to successfully complete many build-to-suits, add-on developments, and leases and/or purchases for relocations/consolidations. Despite the volume of 70-80 lease expirations per year, Mr. Sherburne had the ability to handle each assignment with a strategic approach and, ultimately, a successful outcome.

Mr. Sherburne's experience and involvement at all levels of a commercial portfolio will help him provide his clients at HRS with tangible insights and strategies for effective management of their portfolio(s).

Mr. Sherburne is a Newport Beach native and attended the University of Oregon where he graduated with a degree in Business Administration from the Lundquist College of Business.

Notable Assignments

Assignments	Type	Description
Marjam Acquisition <i>March 2023</i>	Acquisition	FBM acquired Marjam Supply Co, which consisted of about 40 properties in the Northeast, Florida, and Alabama. Mr. Sherburne managed the lease negotiations and provided accurate market data to provide leverage when negotiating the rental rates. Mr. Sherburne also performed all real estate due diligence including property inspections, phase 1's, consolidation planning with operations, etc.
Beacon Interiors Acquisition (+ Disposition Project) <i>February 2021</i>	Acquisition/ Disposition	FBM acquired the interiors division of Beacon Roofing Supply in February of 2021. This acquisition included approx. 100 branch locations that added to FBM's existing portfolio of 150 locations at the time. Mr. Sherburne effectively managed and completed a disposition project in markets where multiple properties existed and saved the company over \$10M in lease liabilities.
Headquarter Relocation (Santa Ana, CA) <i>September 2018-2019</i>	Lease	Managed the lease negotiations process for FBM's new HQ Lease that helped to consolidate 3 office locations into 1 and allowed for future growth. Kyle also project managed the build out of the office and the move of people and inventory.