



Rance Gregory

Chief Executive Officer

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Career Summary

Rance Gregory, CEO of Norris, Beggs & Simpson Companies, is also the founder and CEO of Morrison Street Capital. His transaction experience includes the acquisition, development, and asset management of commercial real estate investments throughout the United States and Japan. Prior to founding Morrison Street Capital, Rance was a Vice President for Wall Street firms Donaldson, Lufkin & Jenrette and, subsequent to the merger, Credit Suisse First Boston, where he served as a Los Angeles based principal of DLJ Real Estate Capital Partners.

During his Wall Street career, Rance's responsibilities included managing deal teams through the comprehensive underwriting, due diligence, negotiation, and closing of residential, office, land, and entity acquisitions totaling over \$1.3 billion on behalf of successive \$660 million (equity) and \$1.2 billion (equity) real estate opportunity funds. His experience includes numerous complex transactions involving mezzanine debt, preferred equity, commercial mortgage backed securities, and direct investments in operating companies. Since founding Morrison Street Capital in 2002, his firm has targeted inefficiencies in commercial real estate markets by investing in public debt, private equity and private debt on behalf of pension plans, foundations, endowments, corporations and high net worth individuals and families.

Rance began his career in Washington, DC with LaSalle Partners, working as a real estate investment analyst responsible for underwriting office, parking and retail assets in the Mid-Atlantic region on behalf of corporate clients and tax-exempt pension funds. Rance received his bachelor's degree in Political Science from Stanford University. He and his wife and two boys reside in Oregon and are active in their community.

Professional Affiliations

- Pension Real Estate Association (PREA)
- Oregon Forum (a group of business professionals involved in public affairs and community issues facing Oregon) - Past President