



Todd Eschelman

Executive Managing Director

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CA RE Lic# 01051148

**YEARS OF
EXPERIENCE**

35

**AREAS OF
SPECIALTY**

Office Properties

Tenant Representation

Landlord Representation

Leasing & Sales

Sacramento Representative for
Newmark's National Landlord
Advisory Committee

Todd Eschelman is an executive managing director in Newmark Sacramento and Roseville offices. An office properties specialist, Mr. Eschelman represents both landlords/tenants and buyers/sellers throughout the Sacramento metropolitan area. During his 30-year tenure with Newmark, he has been involved in more than 1,300 transactions valued in excess of \$1.8 billion in lease and sale consideration.

Mr. Eschelman is one of the most active agents in Sacramento, averaging more than 55 transactions annually. Tenant representation clients include MAXIMUS, Inc., NEC Corporation of America, and Alta California Regional Center. Significant landlord representations include Parmer West, a 10-building, 530,000-square-foot office campus; and Basin Street Properties with over 1.5 million square feet in multiple projects throughout the region, Folsom Ranch – 240 acres entitled for 2.5 million square foot of mixed use development. Ownership clients are both institutional in nature and local developers, which gives Mr. Eschelman a broad spectrum for serving clients' needs. Clients include Basin Street Properties (Reno, NV), KBS Realty Advisors (Newport Beach, CA), Karlin Real Estate (Los Angeles, CA), Swift Realty Partners (San Francisco, CA), Westland Capital (El Dorado Hills, CA), Pacific Coast Capital Partners (San Francisco, CA), and Fenway Capital (San Diego, CA).

Career Highlights

- Sacramento Association of Commercial Real Estate (ACRE) 2024 Office Broker of the Year
- In 2024 Mr. Eschelman was the # 1 top producer in the Newmark Sacramento and Roseville offices, and # 14 in the Northwest Region (Seattle to San Francisco Bay Area)
- In 2024, Costar named Mr. Eschelman's 118,000 square foot tenant representation of Alta California Regional Center, Sacramento's commercial real estate deal of the year.
- In 2019, Mr. Eschelman was honored to receive the Northern California's prestigious Scott Carey Award (honoring the late Chairman of the Board of Cornish & Carey Commercial).
- Nominated multiple times for Business Journal's Office Broker of the Year.
- In 2017, Mr. Eschelman was the recipient of Newmark's Northern California "Worn Shoe" Award for the broker who completed the most transactions in the San Francisco Bay Area and Sacramento Region.
- In 2007, Mr. Eschelman was hired by Blackstone as the local office specialist to spearhead a team of agents in assisting investment powerhouse Eastdil Secured (San Francisco office) with the largest single office disposition in Sacramento history
- In 2006 and 2008, Mr. Eschelman was awarded the Association of Commercial Real Estate's (ACRE's) Brokers' Choice award voted on by peers of competitive brokerage houses.

Education

Mr. Eschelman earned a Bachelor of Arts from the University of Pacific.

Professional Affiliations

Member – Association of Commercial Real Estate (ACRE).