



**David M. Cabot**  
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## EXPERIENCE

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### **Cabot & Cabot Consulting, LLC**

**2017 – Present**

- Specializing in providing expert witness consulting to real estate attorneys and their clients
- Expertise in risk management and operational consulting to real estate companies
- As Broker of Record for Berkshire Hathaway HomeServices California Properties (and its predecessor Prudential California Realty) I have been deposed numerous times as the Person Most Knowledgeable (PMK) since the late 1990's and appeared in court when essential
- Sat for numerous depositions with my prior real estate companies dating to the late 1980's
- All depositions focused on residential real estate transactions, the standard of care and the standard of practice in California
- These depositions were in conjunction with a diverse group of real estate attorneys, involving a variety of real estate litigation cases in the jurisdictions of Los Angeles County, Orange County and San Diego County

### **Chairman**

**Berkshire Hathaway HomeServices California Properties**  
Southern California and the Central Coast

**2016 – 2017**

- Berkshire Hathaway HomeServices California Properties (BHHS California) is Ranked # 1 as part of HomeServices of America by RISMedia's Top 500
- Personally ranked at # 40 of the 2016 Swanepoel Power 200
- Personally ranked at # 16 in the 2016 Swanepoel top 20 Power Brokers
- Also personally ranked # 10 in Real Estate Executive Top 100
- Fifth largest real estate company in America as a stand alone company
- 58 offices statewide with over 3,000 licensed agents
- Focused on our strategic growth initiatives for the company
- Represent BHHS California in the real estate industry at the local associations, as a State Director for the California Association of Realtors (CAR) and as a National Director for the National Association of Realtors (NAR)

**Chief Executive Officer and President** **2011 - 2016**  
**Berkshire Hathaway HomeServices California Properties**  
(Formerly Prudential California Realty prior to October 2013)  
Southern California and the Central Coast

- Berkshire Hathaway HomeServices California realized Gross Income in excess of \$300 Million in 2015
- Closed over \$12 Billion in sales in 2015
- Exceeded 12,000 closed transactions in 2015
- Berkshire Hathaway HomeServices California is ranked #1 in the national franchise network for 4 years in a row
- Set the strategy and directed operations for Berkshire Hathaway HomeServices California and its affiliated partners, including HomeServices Lending, Pickford Escrow, The Escrow Firm, California Title and HomeServices Insurance Agency

**Executive Vice President** **2009 – 2011**  
**Prudential California Realty**  
Southern California and the Central Coast

- Specialized in leadership, direction and accountability for the company's regional managers, branch managers and the overall brokerage operation consisting of 60 offices and over 3,000 licensed real estate agents

**General Manager and Corporate Broker** **1999 – 2009**  
**Prudential California Realty**  
Southern California and the Central Coast

- Focused on accountability and risk management for the entire company, which grew to 120 offices statewide with over 6,300 licensed real estate agents

**Branch Manager** **1997 – 1999**  
**Prudential California Realty**  
Rancho Santa Fe and La Jolla California

- Primary responsibilities including recruiting and retaining experienced real estate licensees
- Managed both offices to profitability including ranking #1 in the national franchise network for the La Jolla office

**Branch Manager** **1992 – 1996**  
**Coldwell Banker Residential Brokerage**  
Rancho Santa Fe, California

- Opened this expansion office in a new market and achieved profitability within 12 months

**Branch Manager** **1985 – 1990**  
**Merrill Lynch Realty**  
Del Mar and Rancho Santa Fe, California

- Opened this expansion office in a new market and achieved profitability within 6 months
- Most successful startup office for Merrill Lynch Realty nationally
- Began my career in real estate with Merrill Lynch Realty as a licensed real estate agent

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## ORGANIZED REAL ESTATE EXPERIENCE

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### Director

1999 - Present

#### National Association of Realtors

- Board of Directors (Large Firm Representative)
- Professional Standards Committee
- Risk Management Committee
- Multiple Listing Service (MLS) Committee
- Business Issues Policy Committee
- Federal Financing and Housing Policy Committee
- Federal Taxation Committee

### Director

1992 - Present

#### California Association of Realtor

- Board of Directors
- Executive Committee
- Legal Action Trustees Committee
- Chair of Standard Forms Advisory Committee
- Risk Management Committee
- Professional Standards Committee
- Multiple Listing Service Policy Committee
- California Association of Realtors Business Systems (REBS)
- Strategic Planning Committee
- Federal Policy Committee
- Finance Committee
- Government Affairs-Legislative Committee

**President** for two (2) different Associations of Realtors (San Diego Association of Realtors and the North San Diego County Association of Realtors' predecessor)

**Broker of the Year** and **Salesperson of the Year** for two (2) different Association of Realtors (San Diego Association of Realtors and the North San Diego County Association of Realtors)

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## EDUCATION

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University of Colorado | Boulder, Colorado  
Bachelor Degree | Phi Beta Kappa

- Triple Major
- Biology, Psychology and Sociology