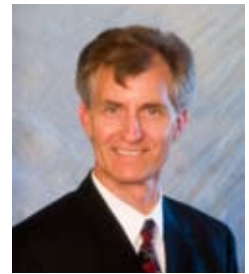


Real Estate Southern California
Published by Real Estate Forum Magazine

10th Annual Broker Hot List

Hoffman Co. Adds Land Acquisition Expert

San Diego—The Hoffman Co. has added 20-year real estate veteran David Ernst as an associate to head up the firm's San Diego efforts. Ernst has acquired or sold more than \$300 million worth of land while working for both public and private home builders and land developers throughout the state. Ernst also has directly processed discretionary entitlements of more than 500,000 square feet of commercial space and tentative maps for subdivisions. Previously, he was director of land acquisition and planning for the Garrett Group LLC. He has also served in top land-acquisitions positions at the San Diego offices of Richmond American Homes, Hallmark Communities Inc. and KB Home.



David Ernst