

# John E. Napolitano

428 Park Avenue  
Falls Church, VA 22046

john@lann.com

H: (703) 533-9167  
C: (703) 402-3355

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## PROFESSIONAL PROFILE

President & Owner – The Lann Companies

Established 1991

Leader in the Washington, D.C. commercial real estate market with 35+ years of experience integrating investment analysis, leasing, property management, construction management, and asset management services. Oversees \$40M/200,000 sq. ft. real estate portfolio consisting of five office buildings. Directs the development of an 11-acre mixed-use development consisting of townhomes, senior living, hotel and residential condominiums.

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## LEADERSHIP SKILLS

- Negotiating transactions between owners, lenders, tenants, contractors, and service providers
  - Collaborating with architects, engineers, construction managers and service providers to deliver office space that exceeds tenant expectations
  - Facilitating the coordination, planning, preliminary engineering and final approvals between end users and the planning department, public works department and elected jurisdiction officials
  - Positioning assets to meet changing needs and demands in the marketplace
  - Facilitating the purchase of 16 parcels of land from 11 different owners for an innovative mixed-use commercial/residential development
  - Overseeing the building repositioning and capital improvements of a \$10M renovation earning the 2014 NAIOP Award of Excellence
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## EDUCATION

La Roche College – Pittsburgh, PA

B.S., Business Administration and Management

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## VOLUNTEER POSITIONS AND PROFESSIONAL MEMBERSHIPS

Board Member, FACETS – local 501(c)(3) providing shelter and services to those in poverty

Member, Northern Virginia Association of Realtors

Former Chair, Business Improvement District (BID) for the City of Fairfax, VA

Past President, Sgt. Peppers Society – local 501(c)(3) focused on fundraising and outreach to improve the quality of life for elderly Alzheimer's patients

Past President, International Lodge Order of Sons of Italy