

John Fox – Biography

John Fox is a 20-year real estate industry veteran with substantial expertise in development, acquisition and investment. Having worked for leading firms in the industry, he now advises property owners, analysts, investors, major retailers and economic development agencies seeking to make informed decisions about real estate.

Fox provides clients with timely, actionable information and thorough analysis on real estate. Utilizing proven techniques in market research, site selection, property marketing, financial analysis and strategic planning he helps clients to understand and minimize risk. John Fox has evaluated entire portfolios of real estate assets and reports on investment value and performance and recommends strategy for owners and investors. Fox has conducted due diligence on retail, residential (both single and multi family), office and hotel properties. In particular he is an expert on retail real estate having evaluated every retail property type from freestanding locations to neighborhood strip centers to regional malls for over two decades.

Fox has worked on hundreds of millions of dollars of development and acquisition projects including Circle Centre Mall in Indianapolis, the Mall of America in Bloomington, Minnesota and the Forum Shops at Caesars in Las Vegas. Fox has worked with department stores, specialty stores and restaurants from Macy's to Ann Taylor to Cheesecake Factory.

Prior to founding Fox Real Estate Advisory, John Fox was Vice President of Research, Leasing & Development for Kite Realty Group Trust. At Kite, Fox was responsible for evaluating nationwide real estate development and acquisition opportunities employing the disciplines of market research and financial analysis as well as providing due diligence and underwriting support. He developed strategic and tactical leasing support materials for marketing projects to major retailers using site location analysis techniques, retail sales potential, and competitive analysis.

From 1987-2006, Mr. Fox held various research positions at Simon Property Group, the largest public U.S. real estate company. As Real Estate Research Manager he designed, directed, and implemented market analysis, site location, and consumer research studies for regional malls, community, lifestyle and town center projects. Fox also modeled regional mall performance and developed an early grading system for regional malls used in evaluating development and acquisition opportunities.

John Fox is a member of the Gerson Lehrman Group Real Estate Council and the GLG Leaders Program. He is an active member of the International Council of Shopping Centers (ICSC) and the ICSC North American Research Task Force. In 2008 he was chairman of the ICSC Research Conference in Los Angeles. John is a member of the Research Subcommittee of the Indiana District Council of the Urban Land Institute and a member of the Lacy Leadership Association. He has a B.A. from Purdue University and is a licensed real estate agent in Indiana.



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