



RANDALL DALBY

Retail Property Brokerage
Senior Vice President

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PARTIAL CLIENT LIST

- ▶ Vons
- ▶ Ralphs
- ▶ Food-4-Less
- ▶ Rite Aid
- ▶ Dollar Tree
- ▶ K-Mart
- ▶ 99 Cent Only Stores
- ▶ Ortho Mattress
- ▶ Chase Bank
- ▶ Citi Financial
- ▶ Planet Fitness
- ▶ Happiness Nails
- ▶ Verizon Wireless
- ▶ Wells Fargo Financial
- ▶ Donahue Schriber
- ▶ Doerken Properties
- ▶ Craig Realty Group
- ▶ Pacific Development
- ▶ Stroscher Properties
- ▶ Camden Development
- ▶ DSB Properties
- ▶ Sterik Properties
- ▶ Furtus Property Group
- ▶ Voit Commercial Development
- ▶ The Kam Sang Company
- ▶ E&G Development Company
- ▶ DMP Properties
- ▶ ValueRock Realty
- ▶ Red Mountain Group

PROFILE

Mr. Dalby specializes in retail landlord and tenant representation, leasing, sales, and development. His strengths are his relationships with national, regional, and local tenants expanding in Southern California, specializing in the Orange County/Los Angeles markets. Mr. Dalby has also worked with many national tenants to strategically identify new locations.

CAREER SUMMARY

As a Commercial Real Estate Advisor for Lee & Associates, Mr. Dalby has represented the interests of many landlords, developers and tenants within Los Angeles & Orange County. Major project experience on following page.

EXPERIENCE

- 2006 to present: Principal - Lee Associates
- 1999 to 2006: Vice President - Grubb & Ellis
- 1998 to 1999: Associate - CBRE

Before joining Lee & Associates, Randy was an accomplished member of one of the top performing retail teams at Grubb & Ellis in Newport Beach. His team responsibilities included extensive market research identifying active national, regional, and local tenants creating ideal synergistic tenant mixes at his properties. His diverse experience and knowledge of the Orange County and the greater Los Angeles Basin markets allows strategic placement of tenants with unique needs. In addition to his responsibilities, Mr. Dalby's day-to-day responsibilities included cold calling, canvassing of similar and competing product, direct mailers with follow-up phone calls, attending conferences to attract new retailers and active tenants in the marketplace. Randy also represents Buyers and Sellers of Commercial property.

Before joining Grubb & Ellis, Mr. Dalby held a position with an Investment Banking firm in Newport Beach. His duties were raising private capital for emerging growth companies. He also was a partner in a construction company based in Costa Mesa, as well as managed the family residential development company earlier in his career.

Notable Achievements Include:

- 2017 - Power Broker - Top Retail Broker - Costar
- 2016 #1 Broker - Lee Associates - NSDC
- 2016 Power Broker - Top Retail Broker - CoStar
- 2015 #1 Broker - Lee Associates - NSDC
- 2015 Power Broker - Top Retail Leasing Broker - CoStar
- 2014 #2 Broker - Lee & Associates - NSDC
- 2014 Power Broker - Top Retail Leasing Broker - CoStar
- 2014 #1 Retail Broker - Lee & Associates - NSDC
- 2011 #1 Retail Broker - Lee & Associates - NSDC
- 2009 #3 Broker - Lee & Associates - NSDC
- 2009 Voted Principal of Lee & Associates - NSDC
- 2009 #1 Producer of June - Lee & Associates - NSDC
- 2009 #1 Producer of January - Lee & Associates - NSDC
- 2007 #1 Producer of September - Lee & Associates - NSDC
- 2005 Member of the #1 Retail Team, California - Grubb & Ellis
- 2005 Member of the #2 Retail Team, Nationally - Grubb & Ellis
- 2004 Member of the #1 Retail Team, California - Grubb & Ellis
- 2004 Member of the #2 Retail Team, Nationally - Grubb & Ellis
- 2003 Member of the #1 Retail Team, California - Grubb & Ellis
- 2003 Member of the #2 Retail Team, Nationally - Grubb & Ellis



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COMMUNITY INVOLVEMENT

- International Council of Shopping Centers (ICSC)

MAJOR PROJECT EXPERIENCE

- **Back Bay Court - Newport Beach, CA** | A 35,000 SF high energy strip center anchored by Staples, Starbucks, Verizon, Conroy's & Pizza Hut.
- **Brea Union Plaza - Brea, CA** | A 600,000 SF retail power center anchored by Home Depot, Ralphs Market, Party City, Linens & Things, Babies R Us and Walmart.
- **Bristol Market Plaza - Santa Ana, CA** | A 350,000 SF power center anchored by Ralphs Market and Sav-On.
- **Brookhurst Plaza - Huntington Beach, CA** | A 80,000 SF retail shopping center anchored by Ralphs
- **Cabrillo Park Shopping Center - Santa Ana, CA** | A 150,000 SF neighborhood shopping center anchored by Superior Foods Market.
- **Center at Rancho Niguel - Laguna Niguel, CA** | A 374,000 SF community shopping center anchored by Mann's Theater, Ralph's Market, Ethan Allen & Loehman's.
- **Chapman and Main Shopping Center - Orange, CA** | A 125,000 SF neighborhood shopping center anchored by Ralph's and Circuit City
- **Freeway Commerce Center - Santa Fe Springs, CA** | A 100,000 SF freeway showroom center with Adair Furniture and BBQ's Galore
- **Galleria L'Orange - California** | A 70,000 SF retail center
- **Grove at Garden Grove - Garden Grove, CA** | A 20,000 SF new retail development strip
- **Homeplace Shopping Center - Santa Ana, CA** | A 150,000 SF retail center anchored by Orchard Supply
- **Kaleidoscope - Mission Viejo, CA** | A 220,000 SF lifestyle shopping center anchored by Edwards Theater, Bristol Farms Market, El Torito Grill, Island's Restaurant and Bally's (Crunch) Fitness.
- **K-Mart Plaza - Costa Mesa, CA** | A 190,000 SF neighborhood shopping center anchored by K-Mart, Office Depot and Jo-Ann's Fabrics.
- **Magnolia Plaza - Westminster, CA** | A 80,000 SF mixed-use, office over retail center
- **Market on the Lake - Mission Viejo, CA** | 197,000 SF lifestyle center located on Lake Mission Viejo
- **Mission Foothill Marketplace - Mission Viejo, CA** | 160,000 SF neighborhood shopping center anchored by Vons Market and Sav-On.
- **Oceanside Plaza - Oceanside, CA** | A 120,000 SF Hispanic grocery anchored shopping center with PepBoys
- **Pavillion's Place - Westminster, CA** | A 311,000 SF neighborhood shopping center anchored by Pavillions, Target and Blockbuster
- **Plaza Del Obispo - San Juan Capistrano, CA** | A 180,000 SF community shopping center anchored by Ralph's, Marshall's & Rite-Aid.
- **Sycamore Plaza - Lake Forest, CA** | A 100,000 SF retail center
- **San Dimas Station - San Dimas, CA** | A 150,000 SF neighborhood shopping center anchored by Cost Plus, Boot Barn, 99 Cent Depot & Pacific Salon.
- **San Margarita Town Center - Rancho Margarita, CA** | A 250,000 SF community shopping center anchored by Target, Big 5, Super Crown and Trader Joe's.
- **Target Greatland Shopping Center - Costa Mesa, CA** | A 225,000 SF community center anchored by Target Greatland, Starbucks, Baja Fresh & Jamba Juice.
- **Town Center Plaza - Laguna Niguel, CA** | A 100,000 SF neighborhood shopping center anchored by Blockbuster Video, Denault's Hardware, Farm to Market Speciality Grocer.

DEVELOPMENT PROJECTS

- **Alexan Paci ic Grove - Orange, CA** | A mixed use development with retail and residential built in 2006
- **Artesia Oasis Plaza - Artesia, CA** | A 79,000 SF shopping center anchored by a 99 Ranch Supermarket
- **Lake Forest Gateway - Lake Forest, CA** | A 92,000 SF shopping center redevelopment



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DEVELOPMENT PROJECTS (continued)

- **Atlantic Times Square - Monterey Park, CA** | A mixed use project containing 225,000 SF entertainment center with a theater/bookstore anchor
- **Camden Long Beach - Long Beach, CA** | mixed use project with retail and a heavy focus on restaurants in the downtown area
- **Mira Loma Town Center - Riverside, CA** | A 14 acre grocery/drug anchored retail shopping center
- **Ocean Village - Oceanside, CA** | A mixed use project in the Downtown area completed in October 2007
- **Plaza at Vista - Vista, CA** | 35,000 SF neighborhood strip center
- **Shops at Sycamore Creek - Corona, CA** | 110,000 SF shopping center anchored by Vons, CVS Pharmacy and Wells Fargo
- **The Marblehead Promenade - San Clemente, CA** | 750,000 SF retail, entertainment, outlet center
- **20th & J Retail Center - Lancaster, CA** | A 20 acre retail shopping center anchored by Home Depot

MAJOR DISPOSITION ASSIGNMENT WORK

- **Ralph's/Food-4-Less** - Southern California
- **K-Mart** - Evaluated 65 locations for K-Mart in California
- **Stroud's** - Orange County, CA
- **LA Fitness** - Orange County & Los Angeles Dispositions
- **99 Cent Only Stores** - Excess Space Disposition/New Site Development