



JOHN HALL

Senior Vice President

PROFILE

John Hall was elected in 2006 President of Lee & Associates, Inc. - Irvine, a full service commercial real estate company and a member of the Lee & Associates group of companies. Mr. Hall's office included a team of 45 professionals that are well qualified in landlord or tenant representation, real estate acquisition, disposition, site analysis, investment sales, and consulting.

As company president, John had been responsible for review of financial statements for controlling costs, business development, banking relations, outside vendors, human resources, DRE compliance, recruiting & training, accounting, staff recruitment, company insurance, legal issues, third party market data software, internal document systems, and communication with the Lee & Associates group of companies. Past accomplishments include company headquarters relocation, real estate web pages, internal software upgrades, and revising broker policies & procedures. In the last 5 years, the Irvine office has increased revenue by 135% and gross profit by 50% with averaging over 800 million in sales per year. Most importantly the company has had a profitable operation every year since 2006. John stepped down as president in April 2022. During John's tenure the office grew to a 40 - year record high in production and profits. John remains as a Senior Vice President and broker in retail and investment specialists.

CAREER SUMMARY

John's background includes over 30 years of broad and diverse commercial real estate experience. A proven track record in sales and marketing which included land sales, building sales, leasing, build-to-suit, ground leases, project management, and zoning entitlements. He is well versed in site selection, due diligence, opinion of value, 1031 exchange, and transactional contract review. With over 500 transactions and experience with national, regional, local tenants, and developers, his experience is deep. His expertise includes large transactions from land acquisitions, rehabs, large leases to investment sales. Mr. Hall has been with Lee & Associates since 1997 and previously he was with Grubb & Ellis and Burke Commercial Real Estate.

EXPERIENCE

- 2006 to present: Lee & Associates / President
- 2002 to 2006: Lee & Associates / Senior Vice President

EDUCATION

- Certificate of Project Management, University of California, Irvine (8 Courses)
- Bachelor of Science in Business Management, Cal Poly University
- Bachelor of Science in Real Estate Finance, Cal Poly University
- State of California Real Estate Broker's License Since July 1981

COMMUNITY INVOLVEMENT

- International Council of Shopping Centers (ICSC)
- Associate of Commercial Real Estate Executives (ACRE)
- National Association of Industrial and Office Parks (NAIOP)

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PARTIAL CLIENT LIST

- ▶ American First Credit Union
- ▶ American Tire
- ▶ ARCO
- ▶ Ayres Hotel Development
- ▶ Bank of America
- ▶ Bear Flag Fish Company
- ▶ Blockbuster Video
- ▶ Boston Market
- ▶ Carl's Jr.
- ▶ Champion Development
- ▶ Chevron Land
- ▶ Circle K
- ▶ CVS Drugs
- ▶ Diedrich Coffee
- ▶ Diversified Shopping Centers
- ▶ Domino's Pizza
- ▶ Edwards Theater
- ▶ First American Title
- ▶ General Electric
- ▶ Goodyear Tire
- ▶ Griffin Capital
- ▶ Hof's Hut
- ▶ Hopkins Development
- ▶ The Irvine Company
- ▶ Kahoots Pets
- ▶ Kentucky Fried Chicken
- ▶ Koll Development
- ▶ LA Times
- ▶ Mission Hospital
- ▶ Mission Viejo Company
- ▶ Peet's Coffee
- ▶ Pick-Up Stix
- ▶ Pizza Hut
- ▶ Ralph's
- ▶ Starbucks
- ▶ Subway
- ▶ Taco Bell
- ▶ TCW Realty Advisors
- ▶ Togo's



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