



BRUCE HEATHCOTE

Senior Vice President

SPECIALIZING IN
RETAIL AND INVESTMENT
BROKERAGE

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PARTIAL CLIENT LIST

- ▶ Dunn Edwards Corporation (105+)
- ▶ Richter Farms Trust
- ▶ Wells Fargo Bank
- ▶ Brixton Capital
- ▶ General Growth
- ▶ Lewis Properties
- ▶ The Irvine Company
- ▶ Shea Properties
- ▶ Bixby Land Company
- ▶ Watt Management
- ▶ Miramax Studios
- ▶ California Patio (12+)
- ▶ Urgent Care (9+)
- ▶ Ralph's Grocery
- ▶ Bank of America
- ▶ National Golf
- ▶ Auerbach Financial
- ▶ Von de Ahe Co.
- ▶ Goodwill Industries
- ▶ Wood Investments
- ▶ Panera Bread
- ▶ Kragen Auto
- ▶ Hopkins Real Estate Group
- ▶ Talega Associates
- ▶ Horowitz Group
- ▶ Shappell
- ▶ Newhall Ranch
- ▶ Arco
- ▶ Batteries Plus
- ▶ Cricket
- ▶ FedEx/Kinkos

PROFILE

Bruce Heathcote is a recognized expert in investment sales, leasing, development and management. In addition to his 26 years with Lee & Associates Commercial Real Estate Services, Mr. Heathcote's 40 years of handling all phases of real estate development make him an acknowledged authority in disposition, acquisition, planning, governmental approvals and marketing. He has had an opportunity to work with many major clients including Dunn Edwards Paints, Bridge Development, Duke Realty, Richter Farms Trust, John Saunders Company, Wells Fargo Bank, Lewis Properties, The Irvine Company, Shea Properties, Bixby Land Company and Watt Management.

CAREER SUMMARY

Notable Recent Transactions Include:

- \$6,750,000 Retail Sale, Torrance, CA
- \$4,000,000 Retail Purchase, Anthem, AZ
- \$2,900,000 Retail Lease, Long Beach, CA

EXPERIENCE

- 1996 to present: Lee & Associates / Senior Vice President
- 1989 to 1996: Heathcote Properties / Owner/Broker
- 1986 to 1989: Chaparral Investments / Broker
- 1985 to 1986: Centurion Investments / Agent
- 1984 to 1985: Butterfield Savings / Acquisition Analyst

EDUCATION

- Bachelor of Science in Real Estate Finance, Brigham Young University
- Real Estate Limited Partnerships, Wharton University of Pennsylvania
- CCIM 101
- California Real Estate Broker's License
- California Contractor's License
- VFR Pilot's License

COMMUNITY INVOLVEMENT

- Member of International Council of Shopping Centers (ICSC)
- BSA Aware of Merit
- Eagle Scout