

JUSTIN SMITH, SIOR

MBA, MRED, MCR, SIOR
Senior Vice President

SPECIALIZING IN OFFICE, INDUSTRIAL AND INVESTMENT BROKERAGE

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CoStar™
POWERBROKER™

PARTIAL CLIENT LIST

- Sweetwater Audio
- BLT
- TA Realty
- DiaSorin Molecular
- Kingdomway USA
- Doctor's Best
- Textron
- Trend Offset Printing
- RREEF
- Davis Partners
- Cohen Asset Management
- American Cargo Express
- Volt Information Sciences
- Wellspring USA, Inc.
- SSR Motorsports
- Collins Distributing
- OSC Automotive
- Berger Transfer & Storage
- Stillen Automotive
- South County Bank
- CR&R
- Shaw Properties
- Saddleback Associates
- W.L. Butler Construction
- Mark IV Capital
- Arthrocare, Inc.
- Robinson Pharma
- Bob Siemon Designs
- Blueprint Studios
- Felbro Food Products
- Modernica
- Vit-Best Nutrition
- Triangle Distributing
- Exception Children's Foundation
- Mosaic Laboratories
- Saddleback Valley Educators Assoc.

LEE & ASSOCIATES
COMMERCIAL REAL ESTATE SERVICES

PROFILE

Justin Smith began his real estate career with Lee & Associates in 2004. His practice focuses on three main types of commercial real estate transactions: Tenant Representation, Agency Leasing & Capital Markets.

In addition to his successful real estate career, Justin is also an accomplished author. He has written two influential books: "Industrial Intelligence" and "Industrial Income," and is currently writing his third book "Industrial Investment." These books provide valuable insights into industrial real estate, offering guidance on leasing strategies for tenants and landlords and investment strategies for investors along with practical advice for industry professionals.

Tenant Representation - Justin is one of the Senior Directors and practice leaders for Lee & Associates' national tenant presentation platform, Lee Corporate Solutions. In this capacity, Justin has represented national companies across the country like Sweetwater Audio, Berger Transfer & Storage, Textron Off Road, Volt Workforce Solutions, Tri-West, Triple B Forwarders, American Cargo Express & OSC Automotive.

Landlord Advisory – Justin maintains key relationships with pension fund advisors, institutional investment funds, developers and investors whereby he handles their industrial leasing assignments. He has worked with Duetsche Asset Management, RREEF, ProLogis, PS Business Parks, Davis Partners, Koll Company and Cohen Asset Management on their multi tenant industrial property.

Capital Markets – Justin has worked on the acquisitions and dispositions of high value assets including the Six Pack + Meyer Canyon Portfolio in the Inland Empire West, the Simpson Strong Tie Portfolio in Brea, the Royal Vista Golf Course in Rowland Heights, and 15551 Red Hill Ave. in Tustin. He is well versed in financial analysis, feasibility, financing, and environmental remediation.

CAREER SUMMARY

Since beginning his career, Mr. Smith has successfully completed over 700 transactions across the country. He has been involved in $700,000,000 worth of property transactions and roughly 10,000,000 SF.

Notable Recent Transactions Include:

• 16801 W Glendale Ave., Glendale, AZ	349,663 SF
• Simpson Strong Tie Portfolio, Brea, CA	227,000 SF
• 15927 Distribution Way, Cerritos, CA	220,000 SF
• Six Pack & Meyer Canyon Portfolio, Inland Empire, CA	211,650 SF
• 15559 Flight Ave., Chino, CA	173,776 SF
• 325-355 Schooner Ave, Madera CA	144,300 SF
• 1555 S Vintage, Ontario CA	108,000 SF
• 1400 S Manhattan Ave, Fullerton, CA	102,228 SF
• 15220 Canary Ave., La Mirada, CA	93,280 SF
• 11331 Valley View St., Cypress, CA	91,476 SF
• 330 S. Hale Ave, Fullerton, CA	90,336 SF
• 17745 Lookout Rd, Schertz, TX	80,265 SF
• 11641 Pike St., Santa Fe Springs, CA	75,000 SF
• 303-325 Midland Avenue, Garfield NJ	73,081 SF
• 3501 W Segerstrom Ave., Santa Ana, CA	66,000 SF
• 3186 Enterprise St, Brea	64,927 SF
• 602 S. 54th Ave., Phoenix, AZ	60,000 SF
• 2100 Valencia Dr., Fullerton, CA	57,822 SF
• 15551 Red Hill Ave., Tustin, CA	56,000 SF
• 501 Burning Tree, Fullerton, CA	55,740 SF
• 5250 Eagle Trail, Tampa, FL	55,400 SF
• 2730 El Presidio St., Carson, CA	53,760 SF
• 200 W. Carob St., Compton, CA	50,333 SF
• 5930 Eisenhauer Rd., San Antonio, TX	48,500 SF
• 1120 Tollgate Rd, Elgin, IL	47,207 SF

EDUCATION

- Masters of Supply Chain Management, University of Arkansas
- Masters of Real Estate Development, University of Southern California, Los Angeles
- Masters of Business Administration, University of Southern California, Los Angeles
- Bachelor of Arts in Economics, University of California, Irvine
- State of California Real Estate License
- CoreNet Global - Master of Corporate Real Estate Designation
- Argus Discount Cash Flow Certified