



KEITH DULMAGE

Industrial Sale and Lease Brokerage Associate

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PROFILE

Keith Dulmage is an Associate with Lee & Associates – North San Diego County and specializes in industrial and investment brokerage. Keith specializes in helping property owners create surplus income through leasing or selling their buildings. He teams with Daniel Knoke and Peter Merz on listings and buyer/tenant rep assignments in North San Diego County.

CAREER SUMMARY

Associate

San Diego, CA

Lee & Associates North San Diego County

February 2023 – Present

Keith Dulmage is a dedicated and results-driven commercial real estate professional with experience in industrial sale and lease brokerage. He has a proven ability to oversee marketing, research, client relations, and market analysis to drive business growth and achieve sales goals. Keith possesses in-depth knowledge of the real estate industry, including market trends, property valuation, and negotiation techniques. His strong communication and interpersonal skills allow him to build lasting relationships with clients and key stakeholders. He continuously seeks out new business opportunities to expand market share and exceed client expectations. Keith's passion for the real estate industry drives his commitment to helping clients achieve their goals while making a positive impact in the industry.

Transitional Researcher

San Diego, CA

Lee & Associates North San Diego County

August 2022 – February 2023

Assist clients in North County San Diego by providing market research and analysis to provide lease and sale comparables.

Generate market research reports for the San Diego commercial real estate market across all real estate product types including Industrial, Retail, Office & Multifamily.

Prepare opinion of values for properties and assisting in the evaluation process across all product types.

Aid database creation and management across platforms such as RealNex, Mojo & REAPPS.

Create reports for market availability such as for sale and for lease properties along with inputting and managing lease comparable imputation for the brokerage.

Acquisitions Intern

San Diego, CA

Frontera Real Estate Investments

December 2021 – July 2022

Responsible for identifying and researching potential commercial real estate acquisitions.

Underwrote over 300 million dollars in potential commercial real estate acquisitions.

Assisted in due diligence process for development of over 2,500 storage units.

EDUCATION

University of San Diego, School of Business

San Diego, CA

Bachelor of Business Administration- Major in Real Estate

January 2023

SKILLS & CERTIFICATIONS

- Work Center Supervisor, United States Navy. Lead 14 employees and mediated requests from both American Military leadership and American customers to non-English speaking local Italian employees.
- Shop Supervisor, United States Navy. Mentored 17 junior employees in both profession and personal development resulting in 100% of mentees receiving at least 1 promotion.
- Software: Microsoft Excel REFM certified, CoStar, Microsoft PowerPoint, Microsoft Word, and Microsoft Outlook.