

SCOTT SMITH

Principal

SPECIALIZING
IN INDUSTRIAL
& INVESTMENT
BROKERAGE



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PARTIAL CLIENT LIST

- » American Home Products
- » Auto Zone
- » Bank of America
- » Bullfrog Spas
- » Cooper Tire
- » Crown Bolt
- » Cutler Hammer
- » Daiwa
- » EJM Development
- » Exeter
- » GKN Aerospace
- » Goodyear Tire
- » Hyundai Motor Company
- » ITT
- » LBA Realty
- » Levolor
- » Massachusetts Mutual Life
- » Michelin Tire Company
- » Mitsubishi Electronics
- » Old Dominion
- » Presson Investment
- » Prologis
- » Rexford Industrial
- » Rocktenn
- » SPS Technologies
- » Square D
- » TA Associates
- » Trammell Crow
- » Viking Range
- » Xerox
- » Whirlpool

PROFILE

Mr. Smith is a licensed Arizona Real Estate Salesperson, California Real Estate Broker and a graduate of California State University, Fullerton. Scott specializes in the representation of landlords and tenants for the leasing and sales of industrial properties in the Metropolitan Phoenix real estate market. This experience, along with a strong work ethic, have enabled him to become a respected broker within the Greater Phoenix area.

CAREER SUMMARY

Mr. Smith has represented numerous landlords, developers and tenants in Arizona and California. They include the following buildings:

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|---|-----------------|
| » 9300 Santa Fe Springs Rd., Santa Fe Springs, CA | 660,000 sq. ft. |
| » 16801 Glendale, Glendale, AZ | 349,663 sq. ft. |
| » 13012 Molette, Santa Fe Springs, CA | 300,200 sq. ft. |
| » 11831 Florence, Santa Fe Springs, CA | 288,000 sq. ft. |
| » 6300 Valley View, Buena Park, CA | 255,200 sq. ft. |
| » 7421 Chapman, Garden Grove, CA | 207,000 sq. ft. |
| » 2929 NW Grand Avenue, Phoenix, AZ | 140,651 sq. ft. |
| » 2020 East University, Phoenix, AZ | 134,024 sq. ft. |
| » 5150 S. 48th Street, Phoenix, AZ | 82,742 sq. ft. |
| » 5520 West Maricopa, Phoenix, AZ | 75,786 sq. ft. |
| » 2804 North 29th Avenue, Phoenix, AZ | 60,000 sq. ft. |
| » 18 N. 57th Drive, Phoenix, AZ | 52,395 sq. ft. |
| » 8009 W. Olive, Peoria, AZ | 50,063 sq. ft. |
| » 22 North 47th Avenue, Phoenix, AZ | 50,000 sq. ft. |

Mr. Smith has completed over 500 transactions totaling over 25.5 million square feet valued in excess of \$900 million.

EXPERIENCE

- 2002 to present Lee & Associates
- 1983 to 2002 CBRE
- Property, Financial and Site Analysis
- Building Rehabilitation and Repositioning
- Raw Land Sales
- Conditional Use Permits and Entitlements
- Corporate Relocation

ACHIEVEMENTS

- 27th out of 56, Lee & Associates - Phoenix, Inc. 2022
- 26th out of 56, Lee & Associates - Phoenix, Inc. 2021
- 16th out of 47, Lee & Associates - Phoenix, Inc. 2017
- Top Fifteen, Lee & Associates - Phoenix, Inc. 2013
- Top Ten, Lee & Associates - Orange, Inc. 2011
- Top Five, Lee & Associates - Orange, Inc. 2008
- Top Five, Lee & Associates - Orange, Inc. 2005
- President's Club 2005 and 2008
- Top Broker, Lee & Associates - Orange, Inc. 2004
- CBRE Century Club 1984 - 2002
- CBRE - Cerritos Top Ten Award 1984, 1986 and 1992
- CBRE No. 2 in Southern California Region 1st and 2nd Quarters, 1994

EDUCATION

- Bachelor of Science, Business Administration - California State University, Fullerton
- Licensed California Real Estate Broker, California DRE #00796049
- Licensed Arizona Real Estate Salesperson