



JOHN COLLINS

Senior Vice President/Principal

**SPECIALIZING
IN INDUSTRIAL,
INVESTMENT
& OFFICE**

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PARTIAL CLIENT LIST

- ▶ AMP Research
- ▶ Los Angeles Chargers
- ▶ Edwards Lifescience
- ▶ Burke Real Estate Group
- ▶ WindWater Realty
- ▶ CP Carrillo
- ▶ CT Realty
- ▶ ACCO Engineered Systems
- ▶ Meaecare
- ▶ Regal Technology Partners
- ▶ Semicoa
- ▶ EBS Realty
- ▶ C3 Development
- ▶ Avalon Bay Home Communities
- ▶ Marukome USA
- ▶ Watson Land Company
- ▶ Best VIP Chauffeured
- ▶ DKN Hotels
- ▶ S3 Hospitality
- ▶ Devries International
- ▶ SEBCO
- ▶ Kahana / Feld
- ▶ Soderling Family Trust/RESCO
- ▶ Kieckhafer + Schiffer
- ▶ Steel Wave
- ▶ Many Private Families

BIOGRAPHY

Mr. Collins is a Senior Vice President and Principal at Lee & Associates - Newport Beach, focusing on office, flex, and industrial properties and businesses in the Orange County area and on highest and best use analysis. During the past 20 years, he has represented more than 150 different landlords, buyers and tenants who have bought/sold/leased more than 10.5M square feet with a consideration in excess of \$1.4B. He has been involved in all aspects of real estate transactions from site selection and reconfiguration, to residual land/building value analysis, to lease and purchase contract analysis. John is a licensed real estate salesperson in the State of California

Professional Services Include:

Tenant/Landlord representation & Owner/User Sales

Each year John represents many groups that buy, sell or lease space. Transactions range in size from 500 square feet to 250,000 square feet and span all product types from Class A & B office buildings to R&D/Manufacturing/Distribution industrial buildings.

Office Investments

Highest and best use/reuse evaluations have underpinned many of the office investment transactions John brokered. Re-cladding office properties to contemporize their image and transform their interiors has also enabled John's clients to dramatically increase the value of their properties. Understanding why the market is transacting helps John provide his clients advice that enables them to be a "first Actor" to maximize value.

Industrial Investment Conversion

Highest and best use analysis or supply constrained factors have played a roll in the 1.0M+ square feet of industrial investments John brokered. As industrial assets that were built 25 to 50 years ago become obsolete, John has been able to identify rental rate and sale price arbitrage opportunities that enabled his clients to reposition properties and add value.

CAREER HISTORY / PROFESSIONAL RECOGNITION

Each year he has been at Lee & Associates - Newport Beach, John has been a "Top 10" producer. He has been awarded "Broker of the Year" by The Irvine Company.

EDUCATION / AFFILIATIONS

- The College of the Holy Cross - Bachelor of Arts - Political Science
- University of Reading
- John is an avid tennis player, cyclist, and enjoys reading books about politics, history and economics