



TOM WEST

Partner | President, Board of Directors (2022)

INDUSTRIAL,
INVESTMENT
& OFFICE

Lee & Associates – Newport Beach Office

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PARTIAL CLIENT LIST

- ▶ JW Mitchell Co.
- ▶ The MillerTrust
- ▶ Lynn Oettinger Trust
- ▶ Dolphin Partners
- ▶ Western States Technologies
- ▶ Steelcase Furniture
- ▶ Western & Southern Life Insurance Company
- ▶ The Irvine Company
- ▶ DAE Systems, Inc.
- ▶ RREEF
- ▶ Koll Company
- ▶ New York Life
- ▶ IDS Development
- ▶ Jacuzzi
- ▶ Wheeler Family Trust
- ▶ The Northern Trust
- ▶ Morgan & Company
- ▶ AMS, Inc.
- ▶ Catellus Development

BIOGRAPHY

Tom is a Principal, Partner and elected President of the Board of Directors (2022) of Lee & Associates-Newport Beach - a full service commercial real estate company and member of the Lee & Associates Group of Companies (over 70 offices in the United States and Canada). He has been a consistent #1, #2 or #3 producer throughout 2017, 2018, 2019, 2021 and 2022 - and has over 32 years of experience specializing in industrial, flex, office, R&D and investment properties representing Landlords, Investors and Tenants. Tom's achievements and experience have placed him as one of the most highly respected professionals in Southern California as well as many areas of the United States.

Tom has consummated thousands of leasing and sale transactions and has provided numerous consulting projects, with most of his clientele being repeat business. Tom joined Lee & Associates in 2012 and prior to that he was a broker with CBRE for 16 years, and Newmark (G&E) for 6 years.

RECORDS

- #1, #2 or #3 Revenue Producer throughout 2017, 2018, 2019, 2020, 2021 and 2022;
- Record – Largest single-year earnings - Lee & Associates, Newport Beach - last 14 years;
- Record - Largest single-sale transaction - Lee & Associates, Newport Beach - 38 year Company History;
- #2 Largest Revenue Producer - year-over-year average earnings over 3 years - 38 year Company History;
- #2 Largest single-year Revenue Producer – 38 year Company History
- Record - Highest earnings for a First Year Salesperson - CBRE - all of United States - 1993;

NOTABLE TRANSACTIONS

- Transacted several distribution buildings over 500,000 SF in 2017-2022 - including the purchase of a 1 million SF STNL distribution building;
- Purchased 2 Amazon distribution buildings totaling over 700,000 SF in the last few years;
- Purchased 3 FedEx Ground distribution buildings totaling over 700,00 SF in the last few years;
- Leased, Sold, or Purchased several distribution buildings over 100,000 SF in the OC and IE markets in the last 10 years;
- Represented JW Mitchell Co. in numerous dispositions and acquisitions;
- Represented Steelcase Furniture in the leasing of a 475,000 SF distribution building in the Inland Empire;
- Represented Miller Portfolio in the leasing of 9 industrial buildings throughout OC – last 32 years;
- Represented RREEF MCC – in the leasing and selling of 17 Industrial Buildings in OC;
- Represented Western Southern Life Insurance in the leasing and selling of 21 industrial buildings in OC;
- Represented Catellus Development in the leasing and selling of multiple buildings as well as 123 Acres throughout OC;

EDUCATION

- University of Southern California, 1989