



MICHAEL CHAVEZ

AIR, NAIOP, IEEP

Senior Vice President, Principal

SPECIALIZING IN
INDUSTRIAL SALES &
LEASING BROKERAGE

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PARTIAL CLIENT LIST

- ▶ IDI Gazeley / Brookfield Logistics
- ▶ Panattoni Development Company
- ▶ Prologis
- ▶ DCT Industrial
- ▶ Watson Land Company
- ▶ Alere Property Group
- ▶ TA Realty
- ▶ MetLife
- ▶ Trammell Crow
- ▶ Clarion Partners
- ▶ First Industrial
- ▶ STRS Ohio
- ▶ Pac-Industrial
- ▶ Oltmans Construction

PROFILE

Michael is a senior board member and shareholder of Lee & Associates. Based in the Ontario office, he specializes in the origination, structuring and assemblage of land for major institutions, provides the advisory and brokerage services for firms in the acquisition of regional warehouse/distribution and corporate headquarters facilities. Michael has 29 years of extensive experience in the Inland Empire representing a broad spectrum of clients in all phases of the disposition of surplus property.

Michael's extensive knowledge of the Inland Empire market is complemented by thorough analysis and marketing skills involving lease negotiations, tenant relocation, tenant expansion, market analysis, property marketing and real estate development. These qualities, along with a strong work ethic, have enabled Michael to become a respected presence within the market.

Some of his recent transactions include Home Depot (1M SF), Amazon (900K SF), Distribution Alternatives (2M SF), Gillette, Petco, Menlo Logistics, Domtar Paper Company and System Services of America.

CAREER SUMMARY

Michael has provided brokerage services in the successful completion of selling or leasing in excess of thirty (30) million square feet of regional industrial/warehouse space. Additionally, he has sold in excess of 3,500 acres of land to corporate clientele and to developers for the development of industrial and commercial business parks. Michael has been involved in selling in excess of \$900 million of leased investments to institutional and private investors.

Michael has been a recognized top producer in the Ontario office for the past eighteen (18) years and has been instrumental in Lee & Associates' extraordinary growth. As a consistent top producer, Michael has been ranked amongst the top 5% companywide and in the top 1% within the Ontario office since joining Lee & Associates in 1997.

EXPERIENCE

Michael began his real estate career with Cushman & Wakefield in 1986 after a brief stint as a professional basketball player in Spain. While attending the University of California Berkeley, Michael enjoyed a very successful college basketball career, and upon graduation from UC Berkeley in 1983 with a Bachelor of Arts Degree in Political Science, Michael went on to play professional basketball in Europe. With tenure of eleven years, Michael chose to leave Cushman & Wakefield in 1997 to join the firm of Lee & Associates-Ontario, as Senior Director and Principal.

COMMUNITY INVOLVEMENT

- Inland Empire Economic Partnership (IEEP), served on the board of directors
- American Industrial Real Estate Association (AIR)
- National Association of Industrial and Office Properties (NAIOP)