



JOE MCKAY

AIR, NAIOP
Senior Vice President, Principal

**SPECIALIZING IN
INDUSTRIAL,
INVESTMENT & LAND
BROKERAGE**

PROFILE

Joe McKay has been an industrial, land and investment broker in the Inland Empire for 33 years and has been one of Lee & Associates®-Ontario's top producers for many years. Joe is a Principal with Lee & Associates who specializes in providing local and national firms with the real estate advisory services necessary in the acquisition of warehouse/distribution and manufacturing facilities. His focus is to provide a full service approach to each assignment tailored around the specific needs, objectives and resources of each client. Additionally, Joe has extensive experience in facility and property disposition.

CAREER SUMMARY

Joe has earned a reputation as an industry leader in the Southern California real estate community. As the consistent top producer for Lee & Associates®-Ontario, Joe has advised for nearly 100 million square feet of leasing and sale transactions, in addition to over 2,000 acres in land sale transactions.

Notable Recent Transactions Include:

• Meridian (Riverside)	±1,280 Acres
• Sierra Business Park	±200 Acres
• ProLogis Park	±170 Acres
• Meredith International Center (Ontario)	±150 Acres
• Philadelphia Place	±120 Acres
• Citrus Commerce Center (Fontana)	±76 Acres
• Moreno Valley (Deckers)	±72 Acres
• Stater Bros	1,200,000 sq. ft.
• QVC	1,000,000 sq.ft.
• Wal-Mart	760,000 sq. ft.
• Pier 1	750,000 sq. ft.
• IKEA	460,000 sq. ft.
• Dal-Tile	410,000 sq. ft.
• Acco Brands	400,000 sq. ft.

EXPERIENCE

- 1994 to present: Senior Vice President/Principal, Lee & Associates-Ontario
- 1984 to 1994: Vice President, Coldwell Banker Commercial (now CBRE)

EDUCATION

- Bachelor of Science, Public Administration - University of Southern California

COMMUNITY INVOLVEMENT

- American Industrial Real Estate Association (AIR)
- National Association of Industrial and Office Properties (NAIOP)
- City of Ontario Business Roundtable
- University of Southern California, Scholarship Club Sponsor

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PARTIAL CLIENT LIST

- ▶ SARES-REGIS GROUP
- ▶ J.P. MORGAN
- ▶ PROLOGIS
- ▶ LNR PROPERTY CORPORATION
- ▶ AMB PROPERTY CORPORATION
- ▶ FIRST INDUSTRIAL
- ▶ GOODMAN
- ▶ RIDGE PROPERTY TRUST
- ▶ LEWIS OPERATING CORP
- ▶ RREEF
- ▶ ALERE PROPERTY GROUP
- ▶ DAL -TILE
- ▶ WALMART
- ▶ STATER BROS.
- ▶ PIER 1
- ▶ ACCO BRANDS
- ▶ COMPLETE LOGISTICS COMPANY
- ▶ INLAND COLD STORAGE
- ▶ ENGLEWOOD MARKETING GROUP
- ▶ HONDA
- ▶ LINEAGE LOGISTICS