



# MICHAEL GIULIANO

CCIM,DMA & AIR

Senior Vice President, Principal

SPECIALIZING IN  
INDUSTRIAL: TENANT  
REPRESENTATION,  
DEVELOPMENT  
& INVESTMENT  
BROKERAGE

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## SPECIALY SERVICES

- Seller/Lessor Representation
- Buyer/Lessee Representation
- Development
- Land Acquisitions/Dispositions
- Investment/ Acquisition/ Disposition

## THIRD PARTY SERVICES

- Financing
- 1031 Exchange Specialists
- Racking Providers
- Legal Counsel
- Architecture and Space Planning
- Tenant Improvements

## PROFILE

As a Principal of Lee & Associates, Mr. Giuliano provides full brokerage services for Tenants, Developers and Investors. Mr. Giuliano has been a resident of Southern California for over 40 years and a member of the Lee & Associates family since May of 1996.

Mr. Giuliano is one of the top producing Industrial Real Estate Brokers and Advisory Services Agents in Southern California. He has earned a reputation as a market leader in the Industrial Real Estate Community. He has developed extensive experience in the areas of Landlord and Tenant Representations, Land Acquisitions, Development, Building and Land Dispositions, Renegotiations, Sale-Leasebacks, and Investments. In addition to his numerous representation assignments, Mr. Giuliano has sold over 800 Acres of Developable Land Sites and he has completed over \$475 million worth of transactional volume.

## CAREER SUMMARY

As a Commercial Real Estate Advisor for Lee & Associates, Michael has represented the interests of multiple landlords, developers and tenants within the Inland Empire and his recent assignments include:

Notable Recent Transactions Include:

• Magnussen Presidential	405,000 Square Feet
• Boyd Furniture	318,000 Square Feet
• Office Star Products	201,000 Square Feet
• Central Garden & Pet	130,000 Square Feet
• BP Industries	146,000 Square Feet
• SNS West	261,000 Square Feet
• Web MD	138,000 Square Feet
• Mercedes Benz	136,000 Square Feet
• United Aircraft Services	148,000 Square Feet
• Big 5 Sporting Goods	125,000 Square Feet
• Dart Container	240,000 Square Feet
• Opus West	750,000 Square Feet
• Supply Chain Solutions	134,000 Square Feet
• Evenflo Company, Inc.	325,000 Square Feet
• MSI HVAC	202,000 Square Feet
• Alere Development	402,000 Square Feet
• Weekend Warrior Trailers	136,000 Square Feet
• Beauty 21 Cosmetics	230,000 Square Feet
• Office Star Products	454,000 Square Feet
• Southwest School & Office Supplies	202,000 Square Feet
• Circle Industrial/Cigna	594,000 Square Feet

## EXPERIENCE

- 2011 to present: Senior Vice President/Principal, Lee & Associates - Ontario
- 1996 to 2011: Associate, Lee & Associates - Ontario

## EDUCATION

- California Polytechnic University - Finance, Real Estate and Law

## COMMUNITY INVOLVEMENT

- American Industrial Real Estate Association (AIR)
- Certified Commercial Real Estate Association (CCIM)
- Distribution Management Association (DMA)