



JULIA SILVA, SIOR

PRESIDENT & FOUNDER | BROKER
TAMPA BAY, FLORIDA

PROFILE

Julia Silva, SIOR, is an accomplished veteran in the field of commercial real estate with 29 years of experience. As the Founder & President of Lee & Associates Tampa Bay, she has established herself as a top-notch industrial broker. Julia has also held prominent positions at JLL & Cushman & Wakefield, where she showcased her expertise in industrial brokerage, leasing, sales, and development. Throughout her career, Julia has successfully leased and sold over 24+ million square feet of commercial space, totaling an impressive transaction value of \$3.5B+. Currently, she is representing a fortune 50 retailer in their pursuit of securing two (2) 1.2 million square foot industrial buildings in Central Florida.

In addition to her specialization in industrial real estate, Julia possesses significant experience in office leasing and development. She played a pivotal role in the development of the Highland Oaks office park in Tampa as part of the Duke Realty team. This award-winning office park comprised one million square feet of space, including the notable relocation of JP Morgan's 450,000 sf Treasury Division to Tampa.

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jsilva@lee-associates.com
Industrial & Office Brokerage

lee-associates.com

1646 West Snow Avenue
Suite 6, Tampa FL 33606
License ID: BK624316

NOTABLE CLIENTS

TENANT REPRESENTATIONS

- ▶ TJ Maxx
- ▶ Homegoods
- ▶ Lowes
- ▶ LG
- ▶ Blue Triton Water
- ▶ GoTrax
- ▶ Fleda USA
- ▶ Pepperidge Farm
- ▶ NFI
- ▶ Lasership 3PL
- ▶ Graham Packaging
- ▶ Star Distribution
- ▶ Lansing Building Products
- ▶ Chewy.com
- ▶ Atosa Refrigeration

LANDLORD REPRESENTATIONS

- ▶ Prologis
- ▶ CBREI
- ▶ Duke Realty
- ▶ McCraney Properties
- ▶ Scannell Properties
- ▶ McDonald Development
- ▶ Helms Development
- ▶ Legacy Partners
- ▶ Barron Colliers
- ▶ Imminent Ventures
- ▶ Mitchell Properties
- ▶ Link
- ▶ HighStreet
- ▶ Ivanhoe Cambridge
- ▶ Greystar

CAREER SUMMARY

Prior to joining Lee & Associates, Ms. Silva worked at JLL where she was responsible for procuring over 2 million square feet of new industrial development projects, successfully sold a six-building, industrial portfolio just post-covid achieving a record-breaking cap rate. Prior to JLL at Cushman & Wakefield she scaled an award-winning team that sold industrial land, buildings and leased a 15 million square foot industrial portfolio. Ms. Silva was the market leader for and opened Duke Realty's Tampa office. There, she was part of the industrial and office development team and was involved in the development of more than one million square feet of industrial space and over one million square feet of office space. Two thirds of her career was spent in development and that affords her a unique understanding of the functionality of building site layouts. She understands how geographic placement for new product and second-generation industrial space can affect occupiers and landlords. She has led the efforts locally for some of the nation's largest publicly traded REIT's where she led market efforts and was involved in every phase of the development and transaction like Prologis, Liberty Property Trust and Duke Realty.



**LEE &
ASSOCIATES**

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ACHIEVEMENTS

- 2025, 2024 CREi Influential Women in Commercial Real Estate
- CREi LinkedIn List National Commercial Real Estate Influencers, in 2024 ranked #15 of 150 and in 2023 ranked #17 of 150
- 2023 CREW Tampa Bay's Industrial Lease of the Year (245,000 sf full-building tenant) Global Credit, 12 year term
- 2022 Business Women of the Year Finalist - Tampa Bay's Business Journal's
- Recognized nationally in 2020, by Globe St as a WOMEN of INFLUENCE, celebrating women who drive the commercial real estate industry forward
- Top Producer & Power Broker for CoStar consistently
- Number One Industrial Producer for over 5 years in a row with Florida Gulf Coast Commercial Association of Realtors (FGCAR) (2015, 2016, 2017, 2018 & 2019)
- Most annual transactions (five times) Industrial Deal
- CREW Tampa Bay, received the 2016 Industrial Lease Excellence Award

NOTABLE CLIENTS cont.

INDUSTRIAL LAND SALES

- ▶ 60 acres | 301 Business Center
- ▶ 70 acres | County Line Distribution Center
- ▶ 60 acres | Causeway Distribution Center
- ▶ 25 acres | TIA Logistics Center
- ▶ 130 acres | Blanton Road
- ▶ 200 acres | Abbey's Crossing
- ▶ 70 acres | Zephyrhills Land

DESIGNATIONS | AFFILIATIONS

- Past President - NAIOP Tampa Bay
- Past President - NAIOP Florida State Chapter
- Past President - CREW Tampa Bay
- Founding Board Member - CREW Tampa Bay
 - Founder of CREW's Tampa Bay's Excellence Awards
 - Founder of CREW Tampa Bay's Fishing Tournament
- SIOR (Society of Industrial and Office Realtors) Designation
- Co-Chair/Founder of Tampa's Real Estate Update – Hillsborough County Property Appraiser
- Past President and Board Member - REIC (Real Estate Investment Council)
- Current Board Member - ULI Tampa Bay
- Advisory Board Member - The University of Florida's Bergstrom Center for the Real Estate School
- Past Board Member - The Tampa Chamber of Commerce
 - Chair – Seattle/Tampa Benchmarking Trip
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- Alumni - Leadership Tampa
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- Past Chair and Development Chair of the Northwest YMCA