



LAWRENCE C. NULL

SIOR
Senior Vice President

**SPECIALIZATION IN INDUSTRIAL,
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PARTIAL CLIENT LIST

- ▶ Sanre Corporation
- ▶ ARI Chaney Street, LLC
- ▶ The Bledsoe Family Trust
- ▶ The De Pietro Corporation
- ▶ Goodman Corporation
- ▶ Nanci Investments
- ▶ CT Realty Investors
- ▶ Ridge Properties, LLC
- ▶ Fullmer Properties
- ▶ MRC Properties, LLC
- ▶ Turner Development Corporation
- ▶ Essex Realty Management, Inc.
- ▶ Stowe-Passco Development
- ▶ Cremach Tech, Inc.
- ▶ NuWhirl Systems Corp.
- ▶ The Bradmore Group
- ▶ WestBay Holdings, LLC
- ▶ Shea Properties
- ▶ Silagi Development



PROFILE

Mr. Lawrence Null is a Senior Vice President with the Riverside office of Lee & Associates Commercial Real Estate Services, Inc., specializing in the sale and leasing of industrial real estate. His focus for the past thirty years has been Western Riverside County.

EXPERIENCE

Larry began his real estate career in 1981 with Crookall, Shirley & Company, a Southern California based brokerage firm. At Crookall, Shirley & Company Larry advanced from apprentice to Vice President/Sales Manager in less than five years and was the company Broker of the Year in 1985. He joined Iliff, Thorn & Company in 1986 and became a consistent Top Five Producer in his office every year and in 1989, ranked in the Top Five of all Iliff, Thorn & Company salespeople. In October, 1992, The Seeley Company acquired the Corona office of Iliff, Thorn & Company and Larry became an Associate Vice President with Seeley. Since joining Lee & Associates in Riverside in 1997 Larry has been a Top Producer every year and ranked #1 in 2005. In 2005, he consummated over 100 transactions for 1.8 million square feet valued at over \$80 million putting him into the upper echelon of all commercial brokers in the Inland Empire.

AFFILIATIONS

- Active member of the prestigious Society of Industrial & Office Realtors (SIOR) currently serving as President of the Orange County/Inland Empire Chapter
- Member of The American Industrial Real Estate Association (AIR)
- President of Inland Empire Broker Charity Alliance (IEBCA)

EDUCATION

- Drury College in Springfield, Missouri with degrees in Business Administration, Economics and Psychology
- Post graduate work in real estate finance at the University of California at Irvine

COMPLETED TRANSACTIONS

Although primarily an owner/landlord representative, Larry has also assisted numerous manufacturing/warehouse companies in their relocation from Orange County to the Inland Empire and participated in their expansion/relocation throughout the region. Past marketing assignments include the 92 acre Corona Spectrum, Davril Industrial Centre a 10 building 300,000 square foot Business Park, Webb Site Business Park, Palisades Business Center, Promenade Business park and McCoy Industrial Park in the city of Corona. Larry has spearheaded the marketing campaigns for the Wildrose Business Park a 1.3 Million square foot complex, Essex Redlands, Essex San Bernardino, Essex Iowa in Riverside, Norco Town & Country Business Park and Turner Riverwalk a 4-Phase 73 acre Master-Planned Business Center in Riverside. Larry currently directs the marketing for Graphite Business Park in Corona, Rincon Business Center in Corona, Fairway Business Park in Lake Elsinore, Birtcher Center at General Drive and Goodman Commerce Center - Eastvale (over 2 million square feet of listings). Needless to say his marketing skills and negotiation strategies have been utilized by many business park developers and owners over the years. Larry has also trained and mentored more than a dozen younger associates in his career and is known for his training program for new hires.

LOCAL EXPERTISE. INTERNATIONAL REACH. WORLD CLASS.