



AL APUZZO

Land & Retail Investment

President / Managing Principal

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PARTIAL CLIENT LIST

Land Development

- ▶ Ambient Communities
- ▶ Cal West Communities
- ▶ Colrich
- ▶ Cornerstone Communities
- ▶ Greystar
- ▶ Hallmark Communities
- ▶ KB Home
- ▶ KIRE Builders
- ▶ Meritage Homes
- ▶ Pathfinder Partners
- ▶ Shea Homes
- ▶ Strata Equity Group
- ▶ Warmington Homes
- ▶ Zephyr Partners
- ▶ Latitude 33

Retail

- ▶ Enterprise Rent-A-Car
- ▶ Goodyear Tire
- ▶ Jack-in-the-Box
- ▶ Jiffy Lube International
- ▶ Kentucky Fried Chicken
- ▶ Meridian Properties
- ▶ Moneytree, Inc.
- ▶ Neighborhood National Bank
- ▶ Taco Bell

Public Sector

- ▶ City of Carlsbad
- ▶ City of San Marcos
- ▶ City of Vista
- ▶ NRG Energy
- ▶ Sempra Energy

PROFILE

Al Apuzzo is the President and Managing Broker of Lee & Associates-North San Diego County in Carlsbad. He specializes in the brokerage of land and retail investment properties.

CAREER SUMMARY

Al has nearly 30 years of successful real estate and financing transactional experience. With a background in land, retail investments and a diverse resume in the areas of brokerage, tax deferred exchange, asset management, consulting, project management, finance and development, Al provides his clients with full-service real estate solutions customized to meet their specific needs.

EXPERIENCE

- 2011 to present: President / Managing Broker – Lee & Associates
- 2009 to 2010: Broker – Jameson Real Estate
- 2006 to 2008: Development Associate – TOLD Development Company
- 2001 to 2006: Asset Manager / Broker – O'Bryan-Smith Investments, Inc.
- 1999 to 2000: Property Manager / Leasing Agent – Compass Companies
- 1997 to 1998: Financial Analyst – Panasonic Logistics Company
- 1996 to 1997: Small Business Lending – US Bank

Notable Recent Transactions Include:

- 3111 Manchester, Cardiff, CA | 15 Acre Development | \$18,500,000
- National Net Lease Exchange | 5 Property Acquisition | \$20,000,000
- SEC 10th & A, Downtown San Diego, CA | 40,000 SF Land Parcel | \$11,600,000
- National Net Lease Exchange | 3 Property Acquisition | \$12,200,000

Notable Awards Include:

- CEO of the Year - San Diego Business Journal (2021, 2022, 2023, 2024, 2025-Finalist)
- Top Broker Team of the Year - San Diego Business Journal (2024 - Finalist)
- Broker of the Year – San Diego Business Journal (2020 – Winner, 2021 – Finalist)
- 500 Most Influential People in San Diego - San Diego Business Journal (2021)
- Leaders of Influence - Commercial Real Estate - San Diego Business Journal (2023 - Honoree)
- Shareholder of the Year – Lee & Associates NSDC (2015, 2017, 2018 & 2019)
- Associate of the Year – Lee & Associates NSDC (2012)
- LEED Accredited Professional – US Green Building Council (2009)

EDUCATION & LICENSING

- MSBA - Real Estate, San Diego State University
- Bachelor of Science - Finance, University of Illinois
- State of California Real Estate Broker's License (Managing Broker– Lee & Associates)

COMMUNITY & PROFESSIONAL INVOLVEMENT

- Encinitas Planning Commissioner (2016–2020)
- International Council of Shopping Centers (ICSC)
- Building Industry Association (BIA)
- National Association of Industrial and Office Properties (NAIOP)
- Vista Economic Development Strategy Committee (2021)