



SHANIA HIRUNPOLKUL

Associate

*SPECIALIZING IN
INVESTMENT SALES,
VALUATION &
ADVISORY*

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PROFILE

Shania Pretty Hirunpolkul is a California real estate broker with more than eight years of experience across residential and commercial real estate. Her background includes investment property valuation, market research, sales and leasing, and property management. She has worked with multifamily, office, retail, industrial and land assets, supporting investors, developers, property owners, lenders and commercial brokers throughout Southern California.

Her approach combines detailed market analysis with hands-on experience in prospecting, client service, negotiations and transaction coordination.

CAREER SUMMARY

Before joining Lee & Associates, Hirunpolkul worked as a Valuation Analyst at Colliers International, where she analyzed multifamily, office, retail, industrial and land assets throughout Southern California. She used commercial real estate databases, public records and market research to support valuation conclusions and identify investment opportunities. Her work also included preparing investment analyses, valuation reports and market summaries, and supporting due diligence and commercial transactions.

Hirunpolkul has also built experience in real estate sales and property management. She has generated business through prospecting, networking and referrals; advised clients on market conditions, zoning, property values and investment opportunities; and negotiated purchase agreements. Her transaction work involved coordinating with lenders, escrow officers, contractors, inspectors and city departments.

In property management, she oversaw commercial and residential properties, maintained relationships with owners and tenants, negotiated vendor contracts, and coordinated capital improvements and construction projects.

SELECTED BUSINESS DEVELOPMENT EXPERIENCE

- Analyzed multifamily, office, retail, industrial and land assets across Southern California, using market data, comparable sales and public records to inform valuation and investment analysis.
- Sourced and closed four retail lease transactions along the Hollywood commercial corridor through prospecting, relationship development and client negotiations. Generated 10 client referrals through ongoing client relationships, follow-up and repeat business.
- Coordinated real estate transactions and property projects with owners, tenants, lenders, escrow officers, contractors, inspectors and municipal departments.

EDUCATION

- B.S., Business Administration and Marketing Management – California State University, Los Angeles
- Apartment Management Certification
- Project Management and SHRM Professional Development – Required coursework and training hours completed; certification examinations pending