



BRIAN FARMER, SIOR

MANAGING DIRECTOR, PRINCIPAL

CAREER SUMMARY

Brian has over 24 years of vast experience as a commercial broker in the Raleigh-Durham area of North Carolina. His emphasis has been office, medical and flex leasing on both the agency leasing and tenant sides. His clients include local and regional investors, Triangle area businesses and real estate funds. Brian has successfully created value for these clients having personally closed over 1,000 transactions ranging in size from 1,000 SF to 250,000 SF. As a finance major, he brings a very detailed approach to the economic aspects of his clients' deals.

Prior to joining Lee & Associates, Brian was Managing Director of an independent brokerage in Raleigh for 16 years, where he oversaw all leasing and sales activities. Through this experience, he has trained, mentored and managed approximately 50 commercial brokers and aided in closure of over 2,000 transactions. He resides, with his wife Nicole, their 3 children and 2 dogs in Hillsborough, NC. Brian is very active in his community, having coached 11-12 year old boy's baseball, volunteering with the Salvation Army and is a regular donor to the American Red Cross. He has a passion for music and for the past four years, he has spearheaded the Battle of the Broker Bands in Raleigh, which has raised thousands of dollars for various charities.

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PARTIAL CLIENT LIST

- » American Engineering
- » Azalea Dermatology
- » Atlantic Investment Mgmt.
- » Carolina Foot Specialists
- » Centrex Properties
- » Chapel Hill Eye Care
- » Criminalrecordcheck.com
- » CTT Engineering
- » Digital Insurance
- » Gugenheim Law
- » ING Clarion
- » IXL Learning
- » JDavis Architects
- » Plaza Associates
- » Precision Garage Door
- » Tarheel Periodontics
- » Stromasys
- » USA Baseball
- » Welcome Holdings
- » W+G Associates
- » Werum IT

Notable Recent Transactions Include:

- » Zoetis, Inc. | Office and Lab 79,000 SF
- » Schneider Electric | Office/Lab/Warehouse 247,000 SF
- » IXL Learning | Office 45,000 SF
- » SNC Corp | Office and Lab 35,000 SF
- » Ragsdale Liggett | Office 17,000 SF
- » Follow the Child Montessori | 18,000 SF
- » Raleigh Endoscopy | Medical 11,000 SF
- » 201 Kitty Hawk Dr. | Multi-Tenant Flex Sale 50,000 SF
- » 4901 Glenwood Ave. | Office Sale 40,000 SF
- » 102 Kitty Hawk Dr. | Multi-Tenant Flex Sale 30,000 SF

NOTABLE AWARDS

- » Costar Power Broker
- » TCAR Million Dollar Office Leasing Club
- » TCAR Million Dollar Industrial Leasing
- » Circle of Distinction Award

» EXPERIENCE

- » 2018 to present: Lee & Associates
- » 1997 to 2018: Trademark Properties

EDUCATION/CERTIFICATIONS

- » SIOR Designation, 2022
- » Finance, University of North Carolina at Wilmington
- » Licensed Broker-in-Charge, North Carolina

COMMUNITY INVOLVEMENT

- » Former President of TCAR
- » TCAR Board of Directors
- » Former President of TRAOBA
- » TRAOBA Board of Directors
- » Battle of the Broker Bands Chair
- » Salvation Army