



## FRANK VORA, CCIM

Senior Vice President

INVESTMENT SALES

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### PROFILE

Frank Vora is a Shareholder and Senior Vice President of Lee & Associates Commercial Real Estate and specializes in advising clients in the acquisition and disposition of retail properties nationwide to achieve maximum value for their investment. Frank's knowledge of the marketplace combined with strong marketing, negotiations, and deal making skills get his clients to the transactional finish line. Frank's dedication and commitment to his clients has allowed him to be one of the top producing agents at Lee & Associates - Riverside office and has successfully closed more than \$400 million in sales transactions. Prior to rejoining Lee & Associates, Frank was a leading member of the Investment Sales team at a boutique brokerage firm, Progressive Real Estate Partners for about nine years.

In 2023 Frank was appointed as one of three managers of the Lee & Associates - Riverside County offices to facilitate training of associates, spearhead corporate leadership, and maintain company culture.

In 2003, Frank started working with a commercial real estate development company in Redlands. His responsibilities included prospecting sites, land acquisition, financial analysis, preparing site submittal packages, retail lease negotiations, entitlement, and project coordination. During his tenure, Frank's notable projects included several retail ground-up development projects for national tenants including Starbucks, Del Taco, Wienerschnitzel, and Big O Tires were valued at over \$20 Million. After his development work, Frank was a part of the Lee and Associates Riverside Retail Division. Frank's responsibilities included representation of national, regional, and local tenants and developers with respect to site selection, lease negotiations, purchase-sale negotiations, and working with municipal officials to obtain project entitlements.

Frank has been an active member of the International Council of Shopping Centers (ICSC) since 2003. Frank resides in Riverside with his wife and two children and one grandson.

### EDUCATION

- New Mexico State University - Masters of Science in Environmental Engineering

### PROFESSIONAL AFFILIATIONS

- International Council of Shopping Centers - ICSC
- Certified Commercial Investment Member - CCIM
- Lee & Associates, Inc. Riverside - Board Member