



MIKE D. SMITH

Principal

PROFILE

Mike is a native of Southern California, having grown up in the South Bay area of Los Angeles. Mike graduated from San Diego State University with a B.S. degree in Finance in 1985. He has resided in Palos Verdes Estates since 1992 with his wife, where they raised their three children.

After a 3½-year career in the computer industry with NCR Corp., Mike made a major career shift in 1988, accepting a position in commercial real estate brokerage with Coldwell Banker Commercial Real Estate Services (now CBRE) as a sales associate specializing in property sales and leasing.

While at CBRE, Mike attained the title of Senior Vice President, recognizing him for exceptionally high earnings over a 10-year period of service with the company. At the time, this was the highest title possible for a salesperson within CBRE. While at CBRE, Mike attained the honor of the #1 Salesperson in the Los Angeles office in 1994 and finished as a Top 5 Salesperson in the Los Angeles office (out of 50 salespeople) every year from 1991 to 1999. Mike is recognized as one of the top commercial brokers in the Los Angeles region and has earned this recognition through a strong commitment to the local market area and a work ethic comparable to none.

In 1999, Mike accepted a position as Senior Vice President and Principal of Lee & Associates® Commercial Real Estate Services in the City of Commerce. Over his career at Lee & Associates, Mike has been recognized as a top producer in the Los Angeles industrial market.

Mike's focus has been in industrial and commercial real estate in Los Angeles County since 1988 with an expertise of maximizing property value through the conversion or repurposing of industrial space to higher valued or more efficient uses. He has extensive knowledge and experience working with apparel, import/export, distribution, logistics, manufacturers, industrial outdoor storage (IOS) and food companies. His core experience has included corporate relocations, sale/leasebacks, leased investments, landlord and tenant representation, site search and acquisition, build-to-suit projects, land development, and real estate consultation, with a personal transaction value in excess of \$1 billion and totaling over 100 million square feet of space. Over Mike's 36 year career, he is known for his creative ability to maximize under performing properties by modernizing or converting an asset to a higher use (creative office, retail, multifamily, incubator industrial). Mike has extensive experience working with private investors and family trust ownerships with core competencies in sensitive environmental, legal, and tax matters affecting real property dispositions.

EXPERIENCE

February 1988 to April 1999: CBRE - Los Angeles
- Industrial/Commercial Sales Professional

April 1999 to Present: Lee & Associates - Los Angeles Central
- Industrial/Commercial Sales Professional

EDUCATION

San Diego State University - San Diego, California
- Bachelor of Science – Finance

CCIM 101 – Investment Properties

LICENSES / MEMBERSHIPS

- Licensed Real Estate Broker
- AIR Commercial Real Estate Association

CAREER HONORS

- Top 10 Sales Producer (CBRE) – 1990
- #5 Sales Producer (CBRE) – 1991
- Top #1 or #2 Sales Producer (CBRE) – 1992-1999
- Chairman's Club Award (CBRE) – 1991 to 1999
- #1 Sales Producer (Lee & Associates - Los Angeles Central) – 2000 to 2006
- Top Salesperson (Lee & Associates - Los Angeles Central) – 2007 to Present

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Lee & Associates | Los Angeles Central

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PARTIAL CLIENT LIST

- ▶ Atlas Capital
- ▶ Klein Family Trust
- ▶ Zimmerman Family Trust
- ▶ Dayan Family Trust
- ▶ Salvation Army
- ▶ San Antonio Winery
- ▶ Dilip Bhavnani
- ▶ Cummins Engine
- ▶ Gold Realty
- ▶ LA Times
- ▶ Century Products
- ▶ Outdoor Systems
- ▶ Pac West
- ▶ A&B Development
- ▶ Dynamic Builders, Inc.
- ▶ Bank of Commerce
- ▶ Metropolitan Life
- ▶ Pacific Crest and Loan
- ▶ Bank of America
- ▶ Cathay Bank
- ▶ Farmers Insurance
- ▶ East West Bank
- ▶ CenFed (government funding)
- ▶ Gannett Outdoor
- ▶ Salvation Army
- ▶ Burger King
- ▶ Richard Meruelo
- ▶ Shammis Realty
- ▶ MTA