

PROFESSIONAL PROFILE

DAVID M. SMITH

Senior Vice President/Partner

Mr. Smith has also located and negotiated office space for firms such as the BIC Corporation, GMAC Mortgage Corporation, Cendant dba Coldwell Banker, Citicorp, State Farm Insurance, Connecticut General Life Insurance, Phoenix Mutual Life Insurance, Pulte Homes, RJ Reynolds Tobacco Company, Teamsters Union, American Benefit Mortgage, Boise Cascade Office Products, Sir Speedy, Cogent Healthcare, Inc., Knitter & Associates, Chase Manhattan Mortgage, Marconi Medical Systems, Inc., TMP Worldwide, Guinness Bass Import Company, Heinz PPI, Vacation Resorts International, Yard House Restaurants, Adoption Network, Bimbo Bakeries as well as multiple locations for Farmers Insurance.

GENERAL INFORMATION

Mr. Smith is a licensed California Real Estate Broker and a graduate of the University of California, Irvine.

RESPONSIBILITIES

Mr. Smith specializes in the sale and lease of office property in Orange County. He represents landlords and tenants on the national, regional and local levels to effectively manage their real estate needs.

Mr. Smith's extensive knowledge of the Orange County market is complemented by thorough analysis and marketing skills. These qualities, along with a strong work ethic, have enabled him to become a respected presence within the market.

CAREER SUMMARY

Mr. Smith started his career as an Orange County office specialist in 1993. Since that time, he has been involved in over four hundred fifty lease and sale transactions.

Mr. Smith has exclusively marketed properties for national firms such as Principal Financial Group, TA Realty, The RREEF Funds, and Coldwell Banker, as well as regional firms such as Dolphin Partners, Investment Development Services, Inc., Kilroy Realty Corporation, D. Wong & Associates, Foremost Properties and The Murrel Company. Mr. Smith has negotiated office leases for firms such as SmithKline Beecham, Bayer Corporation, J.P. Morgan Chase, Richmond American Homes, Balboa Capital Corporation, Wentz Company, Christian & Timbers, Toshiba America, Adecco Employment Services, Pulte Home Corporation, Community Bank, Keystone Pacific, Charles Schwab, Cape Environmental, Radian Guaranty, Wachovia Securities and Nike USA.

Based on high sales achievement as a first-year broker, Mr. Smith was awarded Grubb & Ellis' *Rookie of the Year* honor.

In the past twenty-four months, Mr. Smith has completed transactions totaling over 1,725,000 square feet valued at \$334 million dollars.

EXPERIENCE

- 2004 to present - Senior Vice President/Partner, Lee & Associates
- 1193 to 2004 – Vice President, Grubb & Ellis Company

ACHIEVEMENTS

- 2006 Top Office Broker for Orange County, Lee & Associates - Irvine
- 2005 Top Office Broker for Orange County, Lee & Associates - Irvine
- 2004 Top Office Broker for Orange County, Lee & Associates - Irvine
- 2003 Top Five Office Broker for Orange County, Grubb & Ellis
- 2002 Top Five Office Broker for Orange County, Grubb & Ellis
- 2001 Top Ten Office Broker for Orange County, Grubb & Ellis

EDUCATION

- Bachelor of Arts, Economics, University of California at Irvine
- Minor, Business Management, UCI Graduate School of Management

PARTIAL LIST OF RECENTLY COMPLETED TRANSACTIONS

CLIENT	PROPERTY	SQUARE FOOTAGE	TRANSACTION VALUE	LEASE /SALE
WONG & ASSOCIATES	Argonaut & Las Ramblas, Aliso Viejo	125,000	\$27,400,000	S
MISSION CORPORATE PLAZA	27261 & 71 Las Ramblas, Mission Viejo	135,000	\$25,000,000	S
CENDANT CORPORATION	27261 Las Ramblas, Mission Viejo	115,000	\$23,310,000	L
MAMMOTH EQUITIES	24012 Calle De La Plata, Laguna Hills	75,000	\$16,875,000	S
FOREMOST SUMMIT OFFICE PLAZA	23272 & 82 Mill Creek Drive, Laguna Hills	55,000	\$11,250,000	S
FOUNTAIN PLAZA	23461 SouthPointe Drive, Laguna Hills	55,000	\$7,875,000	S
TRIPLE NET PROPERTIES	25371 Commercentre Drive, Lake Forest	37,000	\$7,350,000	S
KNOWLETON COMMUNITIES	25381 Commercentre Drive, Lake Forest	20,500	\$5,750,000	S
VACATION RESORTS INTERNATIONAL	23041 Avenida Carlota, Laguna Hills	30,000	\$5,425,000	L
CHRISANTA COURTYARD	24800 Chrisanta Drive, Mission Viejo	35,000	\$5,100,000	S
TRIPLE NET PROPERTIES	25391 Commercentre Drive, Lake Forest	26,000	\$4,900,000	S
TRINITY PROPERTY CONSULTANTS	23201 Lake Center Drive, Lake Forest	27,000	\$4,750,000	S
BALBOA CAPITAL	2010 Main Street, Irvine	25,000	\$4,750,000	L
TRIPLE NET PROPERTIES	25351 Commercentre Drive, Lake Forest	25,000	\$4,700,000	S
BURKE REAL ESTATE GROUP	1201 Puerta Del Sol, San Clemente	20,000	\$4,350,000	S
McKENZIE CORPORATION	10, Mauchly, Irvine	16,500	\$3,750,000	S
KASTLEPOINT MORTGAGE	23291 Mill Creek Drive, Laguna Hills	13,500	\$3,600,000	S
VACATION RESORTS INTERNATIONAL	23212 Mill Creek Drive, Laguna Hills	12,500	\$3,550,000	S
D & H INVESTMENTS	29829 Santa Margarita Pkwy, RSM	14,000	\$3,300,000	S
FARRAND FAMILY TRUST	24902 Moulton Parkway, Laguna Woods	10,000	\$3,350,000	S
IMPACT MARKETING	19781 Pauling, Foothill Ranch	18,000	\$3,200,000	S
SECURITY PACIFIC FINANCIAL	217 Technology, Irvine Spectrum	25,000	\$2,900,000	L
WARREN FAMILY TRUST	29881 Santa Margarita Parkway, RSM	15,000	\$2,850,000	S
VACATION RESORT INTERNATIONAL	23041 Avenida Carlota, Laguna Hills	20,000	\$2,565,000	L
COLONIAL INSURANCE	29811 Santa Margarita Parkway, RSM	13,000	\$2,450,000	S
MACTEC	2171 Campus, Irvine	15,000	\$2,050,000	L
SOLSTICE CAPITAL GROUP	17461 Derian Avenue, Irvine	25,000	\$1,875,000	L
JAMBOREE MANAGEMENT	22982 Mill Creek Drive, Laguna Hills	7,500	\$1,700,000	S
YARDHOUSE RESTARAUNTS	8001 Irvine Center Drive, Irvine	10,000	\$1,450,000	L
AQUADUCT	27081 Aliso Creek Road, Aliso Viejo	12,500	\$1,450,000	L
ADOPTION NETWORK LAW CENTER	23161 Lake Center Drive, Lake Forest	8,500	\$1,375,000	L
TARBELL REALTY	25910 Acero, Mission Viejo	10,000	\$1,350,000	L
LEWINTER & THELANDER	27405 Puerta Real, Mission Viejo	5,500	\$1,250,000	L
CHASE MANHATTAN MORTGAGE	28292 Cabot Road, Laguna Niguel	6,500	\$1,250,000	L
QUESTYS SOLUTIONS	25910 Acero, Mission Viejo	6,500	\$1,175,000	L
FARMERS INSURANCE	23161 Mill Creek Drive, Laguna Hills	6,500	\$1.150,000	L