



DON SMITH

Principal

*SPECIALIZING IN
INDUSTRIAL, LAND &
INVESTMENT BROKERAGE*

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PARTIAL CLIENT LIST

- ▶ First Industrial
- ▶ W & K Division of Watt Industries
- ▶ The Carson Estate Company
- ▶ Dominguez Properties
- ▶ Watson Land Company
- ▶ Prudential Insurance Company
- ▶ Overton Moore & Associates
- ▶ Centerpoint Properties
- ▶ Illinois Tool Works
- ▶ Trammell Crow
- ▶ Argonaut Group Insurance
- ▶ Teledyne, Inc.
- ▶ Knight Transportation
- ▶ Bridge Development
- ▶ Huffey Corporation
- ▶ U.S. West (AT&T)
- ▶ American Medical International
- ▶ Yusen Logistics USA
- ▶ Damco Distribution Services
- ▶ Intermark / Dynamark
- ▶ G.A.T.X.
- ▶ Kenwood U.S.A.
- ▶ Panatoni Development
- ▶ PCC Logistics
- ▶ Southern Counties Express
- ▶ NOVA CFS

PROFILE / CAREER HISTORY

Don Smith is a Principal in the Los Angeles - Long Beach office of Lee & Associates Commercial Real Estate Services.

Don has over 30 years in the Commercial / Industrial Real Estate brokerage. Prior to joining Lee & Associates, Don was associated with Grubb and Ellis for 8 years as a Vice President. He led the South Bay office of Grubb and Ellis as the top producing broker in 1988 and 1989. He later joined Lee & Associates as a Senior Vice President and Principal in 1990. Since joining Lee & Associates, Don has consistently been among the leading professionals in the South Bay office.

Don services a mix of owners and tenants, and has experience in office, warehousing, and distribution facilities. He has also done work with various manufacturing companies throughout the South Bay.

EDUCATION

Don is a graduate of California State University of Long Beach and holds a Bachelor's of Science in Marketing with Minors in Economics and Accounting. He also holds a Master's in Business Administration with an emphasis in Marketing.

AFFILIATIONS

- American Industrial Real Estate Association Member (AIR)
- Member of the Harbor Transportation Club (HTC)
- Candidate in the Society of Industrial and Office Realtors (SIOR)
- Board of Directors of the Long Beach YMCA
- Mentor for the Business School at Long Beach State University

MAJOR TRANSACTIONS (PARTIAL LIST)

- Sale and Lease of 125,000 SF building to Bridge Development
- Lease of multiple buildings to Nova CFS
- Sale of a 202,000 SF building for Huffey Corp. on 22 Acres of land
- Lease of a 285,000 SF building to Yusen Logistics USA
- Lease of 1,210,000 SF buildings to Damco on 72 AC of land
- Lease of a 140,000 SF building to Dynamark
- Lease of a 231,000 SF building to Salus Textile
- Lease of 385,000 SF of multiple buildings for Prudential Insurance Company
- Sale of 24 Acres of land for AGI Properties
- Lease of a 470,000 SF building to AZ West
- Sale of 9.33 Acres of land for G.A.T.X.
- Lease of a 116,000 SF building to Proctor and Gamble
- Lease of a 295,000 SF building for Panatoni Development
- Lease of 410,000 SF of multiple buildings for F.I.A. (Cal PERS)
- Sale of a 185,000 SF building to Centerpoint Properties
- Lease of a 99,000 SF building for Hughes Corp.
- Lease of a 23 AC yard to Yusen Logistics
- Lease and sale of 34 AC of land for AGI Properties
- Lease of 295,000 SF building to Damco
- Lease of 9.5 AC of land to Yusen Logistics
- Lease of 10 AC of land to Yusen Logistics
- Lease of 135,000 SF building to Calko



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MAJOR TRANSACTIONS (PARTIAL LIST CONTINUED)

- Sublease of 281,000 SF building for Yusen Logistics
- Sale of 19 AC of land to Panattoni Development
- Lease of 131,000 SF for Prologis
- Lease of 5 AC of land to Southern Counties
- Lease of multiple buildings totaling 1,093,000 SF to St. George Warehouse
- Lease of 203,000 SF to Salson Logistics
- Sale of a 72,000 SF building for Western Dyeing and Finishing
- Sale of a 98,000 SF building for Kenwood USA
- Lease of a 85,000 SF Corporate Headquarter building to Wherehouse
- Lease of a 134,000 SF building for Boise Cascade
- Lease of 14 AC of land for AGI Properties
- Lease of 327,000 SF building for Panattoni Development