



# MARK BRUNNER

CCIM  
Principal

*SPECIALIZING IN  
OFFICE, INDUSTRIAL, &  
INVESTMENT BROKERAGE*

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## PARTIAL CLIENT LIST

- ▶ Air Products & Chemicals
- ▶ Alamitos Bay Partnership
- ▶ American President Lines
- ▶ Apffel's Coffee
- ▶ Bechler Corp.
- ▶ Carl's Jr.
- ▶ City of Hope Hospital
- ▶ Long Beach City Employees Federal Credit Union
- ▶ New Urban West
- ▶ Numerous Private & Family Trusts
- ▶ Sunnyhills Palladium
- ▶ The Carlton Browne Company
- ▶ The David & Lucille Packard Foundation
- ▶ Wells Fargo Bank
- ▶ Western Overseas Corp.

## PROFILE

Mr. Brunner has a diverse background that includes appraisal, mortgage banking, office industrial leasing and sales, development land sales and investment sales. In addition to handling conventional sales and leasing, Mark has extensive experience dealing with properties which have significant challenges such as environmental concerns, surface right issues, former oil production sites, entitlement challenges, etc.

Mark currently focuses on investment sales, commercial leasing, owner/user sales, and land sales primarily in the Los Angeles and Orange County areas.

## CAREER SUMMARY

Mr. Brunner has over 40 years of commercial real estate experience. Prior to joining the Lee & Associates Long Beach office in June 2014, Mark has worked at Security Pacific National Bank in 1976 to 1979, Matlow-Kennedy Commercial in 1979 to 2000, and Cushman & Wakefield of California in 2001 to 2014.

## EDUCATION

Mark Brunner is a graduate of the University of Southern California and holds a B.S. in Finance and Marketing.

## COMMUNITY INVOLVEMENT

- American Industrial Real Estate Association Member (AIR)
- Certified Commercial Investment Member (CCIM)
- National Association of Realtors (NAR)
- Society of Office and Industrial Realtors (SIOR) - Former Member
- Long Beach Yacht Club

## SELECTED SALE TRANSACTIONS

LOCATION	SIZE	SALES PRICE
Stiver Office Portfolio Pasadena	250,000 Sq. Ft. Office Investment	\$24,000,000
Town Center Office Center 2501-2525 Cherry Ave   Long Beach	92,231 Sq. Ft. Office Investment	\$14,350,000
Executive Plaza IX 2801-2895 Temple Ave   Signal Hill	73,000 Sq. Ft. 9 Office Buildings	\$10,000,000 (Aggregate)
Clovis Shopping Center Fresno	48,770 Sq. Ft. CVS Anchor Shopping Center	\$9,000,000
Long Beach Corporate Square 4200-4300 Long Beach Blvd   Long Beach	+100,000 Sq. Ft. Plus +300,000 Sq. Ft. Development	\$7,363,000
Norwalk Blvd & McCann Santa Fe Springs	17 Acres Industrial Land	\$7,116,000
La Palma Professional Office Center 7872 Walker St   La Palma	57,116 Sq. Ft. Office Investment	\$6,850,000
Atlantic West Office 3447 Atlantic Ave   Long Beach	37,000 Sq. Ft. Office Investment	\$6,000,000
9292 Bolsa Ave Westminster	29,000 Sq. Ft. Retail & +4.12 Acres of Excess Land	\$5,515,000
18471 Bastanchury Road Yorba Linda	14.8 Acres Residential Land	\$5,200,000
2011 Rosecrans El Segundo	9 Acres Industrial / Commercial Land	\$4,580,000
Avanti Business Center 17215-17315 Studebaker Rd   Cerritos	87,193 Sq. Ft. Office Investment	\$4,500,000
SEC 1st & Fitzgerald Rd Simi Valley	27 Acres Residential Land	\$4,400,000
Murrieta Commerce Center Murrieta	41,472 Sq. Ft. Multi-Tenant Industrial Investment	\$3,850,000
17801 Arenth Ave City of Industry	7.34 Acres Industrial Land	\$3,752,258
South Bay Square 15342 Hawthorne Blvd   Lawndale	43,897 Sq. Ft. Office Investment	\$3,360,000
Saddleback Square Office Building 12440 Firestone Blvd   Norwalk	102,312 Sq. Ft. Office Investment	\$3,500,000
Shoemaker & Sandoval Santa Fe Springs	6.22 Acres Industrial Land	\$3,454,000
Harbor Gateway Office Project 19401 S Vermont Ave   Torrance	85,626 Sq. Ft.	\$2,925,000
555 E Ocean Blvd Long Beach	47,459 Sq. Ft. Long Term Ground Lease	\$2,900,000

## SELECTED SALE TRANSACTIONS

LOCATION	SIZE	SALES PRICE
Carson Commercial Center 920 E Dominguez   Carson	43,913 Sq. Ft. Multi-Tenant Industrial Investment	\$2,750,000
Freeway Center Building 3605 Long Beach Blvd   Long Beach	65,000 Sq. Ft. Office Investment	\$2,650,000
Knob of Naples Tract Long Beach	4.04 Acres 27 Residential Lots	\$2,600,000
Westminster Executive Center 13950 Milton Ave   Westminster	37,219 Sq. Ft. Office Investment	\$2,210,000
Office Building 9797 Magnolia   Riverside	27,000 Sq. Ft. Office Investment	\$2,200,000
Pacific Coast Hwy & Santa Fe Ave Long Beach	3.3 Acres Retail Land	\$1,950,000
Beach Executive Plaza Stanton	36,877 Sq. Ft. Office Investment	\$1,950,000
Office Building 675 E Wardlow Rd   Long Beach	18,000 Sq. Ft. Office Investment	\$1,940,000
Tower Plaza Office 23455 Crenshaw Blvd   Torrance	20,000 Sq. Ft. Office Investment	\$1,900,000
10525 Shoemaker Ave Santa Fe Springs	2.89 Acres Industrial Land	\$1,825,000
Albertson's Center Long Beach	26,000 Sq. Ft. Anchored Retail Center	\$1,825,000
28th St & Gundry Signal Hill	5 Acres Industrial Land	\$1,500,000
13111 Meyer Rd Santa Fe Springs	15,000 Sq. Ft. Industrial Owner / User	\$1,500,000
Pike Ave Santa Fe Springs	4 Acres Industrial Land	\$1,400,000
3285 E 26th St Vernon	3 Acres Industrial Land	\$1,300,000
Rocky Top Industrial Center	14,652 Sq. Ft. Multi-Tenant Industrial Investment	\$1,275,000
Air Products Parcel El Segundo	0.61 Acres	\$1,250,000
Greenbrooke Center Long Beach	13,100 Sq. Ft. Office Investment	\$1,150,000
Date Industrial Center	11,503 Sq. Ft. Multi-Tenant Industrial Investment	\$1,025,000

## SELECTED TRANSACTIONS

### CITY OF HOPE | 750-800 E ROYAL OAKS DR, MONROVIA



<b>LEASE CONSIDERATION:</b>	Confidential
<b>SUBLESSEE:</b>	City of Hope Medical Center
<b>SUBLESSOR:</b>	Sun Micro Systems, Inc.
<b>REPRESENTED:</b>	Sublessee

#### MARKET OBJECTIVES / ISSUES:

- City of Hope, a rapidly growing Comprehensive Cancer Center and innovative biomedical research, treatment and educational institution, needed to relocate many of their administrative groups off campus in order to free up space for the medical and research needs.
- Required a location to initially handle over 300 employees with expansion capability and flexibility in the length of term. It needed to be as near to campus as possible while providing a safe, quality environment with good access to amenities and transportation.

#### SOLUTIONS / RESULTS:

- Mark and his team conducted a comprehensive search for the new facility. They identified several opportunities within the target area, conducted numerous property tours, obtained lease proposals and developed financial analysis and projections for each property. At the same time they continued to search for additional opportunities. Ultimately they uncovered an off market sublease opportunity with 77,000 square feet immediately available and the possibility for an additional 40,000 square feet in the future. This space was located closer to campus than all other options. It came substantially furnished and required only a minor amount of reconfiguration. Additionally, they successfully negotiated extension rights with the master lessor.

### 2132 LONG BEACH BLVD, LONG BEACH



<b>SALES PRICE:</b>	\$2,100,000
<b>SELLER:</b>	Himmelstein/Seligman
<b>BUYER:</b>	Long Beach & 21st L.P
<b>REPRESENTED:</b>	Seller

#### MARKET OBJECTIVES / ISSUES:

- The property was owned by two partners. One partner held a 50% interest in the real estate only. The other partner held a 50% ownership in the real estate and owned and operated the business located on the property. The owners intended to amicably dissolve their partnership as the business owner intended to close down the business and retire. They wished to sell the property for maximum value.
- In order to have funds to meet the existing mortgage, the business needed to continue operations through the close of escrow and for a period after the close in order to wind down.

#### SOLUTIONS / RESULTS:

- The property was zoned both commercial and/or residential. After a thorough analysis, it was determined that the highest and best use for the site was as a residential condominium development.
- Through his knowledge of the market and potential investors, Mark quickly identified a list of qualified buyers and ultimately obtained a full price offer.
- Mark worked closely with the seller's legal counsel to insure the purchase agreement met all their needs. This included the right for the seller to lease the property back after the close of escrow at a very favorable rate for a short term to allow the liquidation of the operating business.

## SELECTED TRANSACTIONS

### 18471 BASTANCHURY RD, YORBA LINDA



<b>SALES PRICE:</b>	\$5,200,000
<b>SELLER:</b>	The Page Trust c/o Wells Fargo Bank
<b>BUYER:</b>	Greystone Homes
<b>REPRESENTED:</b>	Seller

#### MARKET OBJECTIVES / ISSUES:

- The site consisted of 14.80 acres. The property had been in the family for several generations utilized as an avocado grove. Simultaneously, 25 oil wells had been drilled on the site over the prior 50 years. As the oil production and revenue diminished, the seller wished to review alternatives to maximize return on equity and insure his retirement. Significant issues included an active oil lease, an underground storage tank, soil remediation, drainage right of ways and city requirements.

#### SOLUTIONS / RESULTS:

- As exclusive listing agent, Mark reviewed the marketplace, analyzed various alternatives and determined the highest and best use as a residential development.
- Mark received numerous proposals to develop the site and assisted with the review of each proposal to determine the buyer's credibility and the feasibility of his plan.
- Mark assisted with negotiations to terminate the oil lease which included abandoning oil wells and relative soil remediation and coordinated the removal of the underground storage tank and relative soil remediation.
- The seller located in Hawaii, and the bank trust officer located in Fresno, relied heavily on Mark as their eyes and ears locally at the property. Mark attended various local meetings on the seller's behalf, communicating daily throughout the transaction.
- Ultimately the property sold to a major developer upon obtaining city entitlements to develop a subdivision on 25 estate sized parcels.

#### CLIENT TESTIMONIAL:

"WE FELT OUR AGENT, MARK BRUNNER, WAS EXTREMELY COMPETENT AND I WOULD USE MARK AGAIN."

- OWEN HUNTER, WELLS FARGO BANK

### 2011 ROSECRANS BLVD, EL SEGUNDO



<b>SALES PRICE:</b>	Confidential
<b>SELLER:</b>	Air Products & Chemicals, Inc.
<b>BUYER:</b>	Rosecrans-Sepulveda Partners 4 LLC
<b>REPRESENTED:</b>	Seller

#### MARKET OBJECTIVES / ISSUES:

- The site consisted of 8.9 acres of raw, sand dune land. Situated between a rail yard to the north, a rail yard to the south, and private property east and west. This site was landlocked with no rights of access and no utilities to the site. The surrounding industrial properties suffered from significant environmental issues which effected this site.

#### SOLUTIONS / RESULTS:

- Mark worked closely with the seller, seller's legal counsel, seller's engineers and various other team members to structure a complex transaction which included creative financing, granting buyer options for additional seller property, provision for environmental closures and numerous additional issues.
- Located on the east coast, the seller relied heavily on Mark as their eyes and ears locally at the property. Mark attended various local meetings on the seller's behalf, communicating daily throughout the transaction.
- Mark's thorough understanding of the property and its familiarity with both the seller's and buyer's requirements resulted in a successful transaction.

#### CLIENT TESTIMONIAL:

"I HAVE TAKEN OVER THE SOUTHERN CALIFORNIA REAL ESTATE RESPONSIBILITY FOR AIR PRODUCTS IN THE LAST YEAR. MARK HAS SUPPORTED US HERE FOR A NUMBER OF YEARS, AND HIS KNOWLEDGE, NOT ONLY OF THE MARKET, BUT SPECIFICALLY OUR REAL ESTATE, HAS BEEN A PRICELESS COMMODITY TO ME. MARK IS FIRST RATE."

- SUSAN REBER, AIR PRODUCTS & CHEMICALS, INC.

# SELECTED TRANSACTIONS

## PASADENA OFFICE PORTFOLIO



**SALES PRICE:** \$24,000,000

**SELLER:** A Private Pasadena Family

**BUYER:** Pasadena Business Park LLC

**REPRESENTED:** Buyer

### MARKET OBJECTIVES / ISSUES:

- Pasadena Business Park LLC and its principals were a long time client actively seeking value added investments. Mark Brunner had represented them in the acquisition of over 435,000 sf of office investments.

### SOLUTIONS / RESULTS:

- Mark through his extensive knowledge of the marketplace and active communication with key finance and real estate professionals uncovered the opportunity to acquire the Pasadena property. This asset consisted of three low rise office campuses totaling 280,000 sf in ten buildings.
- This asset had lost a major tenant and was in the middle of a major renovation.
- The property was ripe for re-positioning.
- Mark prepared financial analysis and projections which greatly assisted the buyer in determining the future potential of the asset.
- Mark was instrumental in the due diligence process.

## WESTERN OVERSEAS CORPORATION



**SALES PRICE:** \$1,690,000 / \$4,500,000

**CLIENT:** EPIX, Ltd. (Western Overseas Corporation)

### MARKET OBJECTIVES / ISSUES:

- Western Overseas Corporation, a customs broker and international freight forwarder with locations throughout the United States, had outgrown their corporate headquarters facility of 14,000 square feet and needed a facility that would accommodate their larger needs and allow them to grow in the future.
- Required the disposition of the current property and a 1031 exchange into a new facility. The acquisition of the new facility required that the existing loan be assumed.

### SOLUTIONS / RESULTS:

- Mark began a strong marketing campaign to dispose of the existing facility while simultaneously conducting a comprehensive search for the new facility.
- Having found a buyer for the current facility who needed to close quickly due to an existing lease expiring, Mark structured an acquisition of a new facility whereby Western Overseas was permitted early occupancy prior to the close of escrow which allowed sufficient time to secure the existing financing. Western Overseas occupied 25,000 sf of the new 40,000 sf building with the seller leasing back 15,000 sf. This leaseback provides the future growth area for Western Overseas. Mark worked closely with the seller, seller's legal counsel, seller's engineers and various other team members to structure a complex transaction which included creative financing, granting buyer options for additional seller property, provision for environmental closures and numerous additional issues.

### CLIENT TESTIMONIAL:

"MARK WAS INSTRUMENTAL IN COORDINATING WITH OUR FIRM AND SUCCESSFULLY CONSUMMATING TWO COMPLEX TRANSACTIONS. WE HAVE UTILIZED MARK'S SERVICES FOR OVER 20 YEARS AND HE HAS ALWAYS PERFORMED IN A HIGHLY PROFESSIONAL MANNER WHILE PUTTING OUR BEST INTEREST FIRST."

- CARLO DEATOUQUIA, VICE PRESIDENT - OPERATIONS

## SELECTED TRANSACTIONS

### 7872 WALKER ST, LA PALMA



**SALES PRICE:** \$6,850,000

**SELLER:** La Palma Medical Arts Center, LLC

**BUYER:** Tridiamond, LLC

**REPRESENTED:** Seller

#### MARKET OBJECTIVES / ISSUES:

- The seller determined that this 57,000 square foot medical office property no longer fit within their overall investment portfolio.
- The property was 78% leased with several near term expirations.

#### SOLUTIONS / RESULTS:

- As exclusive agent, Mark prepared a comprehensive offering memorandum highlighting the property's features and assembles a detailed package of due diligence items enabling buyers to quickly assess their interest.
- Mark performed financial analysis and projections and lined up potential mortgage sources should a buyer require financing.
- A thorough understanding of all aspects of the investment and the ability to convey the asset's potential to buyers led to a successful transaction.

### 17801 ARENTH AVE, CITY OF INDUSTRY



**SALES PRICE:** \$3,750,000/\$20,500,000

**SELLER:** Air Products & Chemicals, Inc.

**BUYER:** The Koll Company

**REPRESENTED:** Seller & Buyer

#### MARKET OBJECTIVES / ISSUES:

- Air products was closing an existing chemical plant and would be selling the land upon completion of demolition.
- The site was ideally suited for development of modern industrial buildings.
- Major issues to closing and development included environmental closure, a 50' high power electrical easement along the north lot line, a large open drainage culvert along the west lot line and completion of demolition.

#### SOLUTIONS / RESULTS:

- Mark and his team's technical knowledge and thorough understanding of the asset, together with its familiarity with the potential buyers that could understand the asset's potential, resulted in a successful transaction with The Koll Company.
- The Koll Company retained Mark's team to market for sale four freestanding industrial/warehouse building totaling 106,430 sf.
- All four buildings were sold upon completion at or above pro forma.

## SELECTED TRANSACTIONS

### CLOVIS SHOPPING CENTER, FRESNO



<b>SALES PRICE:</b>	\$9,000,000
<b>SELLER:</b>	Shaw-Armstrong Partnership, LP
<b>BUYER:</b>	Long Beach Airport Business Park II, LP
<b>REPRESENTED:</b>	Buyer

#### MARKET OBJECTIVES / ISSUES:

- Long Beach Airport Business Park II, LP (LBABP) had sold an office building and needed to secure a suitable exchange property or face significant capital gain taxes. Their objective was to acquire a low risk, low management property. Their office building sold at year-end like so many other deals. This meant there was a flood of 1031 exchange buyers competing for investment properties and acting under the same 1031 time frames.

#### SOLUTIONS / RESULTS:

- LBABP retained Mark to source investment opportunities. Mark uncovered over 50 investment opportunities, local and national, that fit the buyer's needs. After reviewing the opportunities with the buyer, Mark orchestrated offers on several strong candidates. Ultimately, LBABP successfully closed escrow on the Clovis Country Shopping Center, a 49,000 square foot neighborhood shopping center anchored by CVS on a long term lease

### MURRIETA COMMERCE CENTER



<b>SALES PRICE:</b>	3,850,000
<b>SELLER:</b>	Murrieta Commerce Center LLC
<b>BUYER:</b>	Wood Trust
<b>REPRESENTED:</b>	Buyer

#### MARKET OBJECTIVES / ISSUES:

- The Wood Trust had sold a golf course with a very low basis. The Wood Trust needed to locate an exchange investment to avoid significant capital gains taxes. They wished to find a property in the North San Diego area, as they already owned properties in this area.

#### SOLUTIONS / RESULTS:

- Exclusively represented the Buyer, Mark thoroughly searched the target area. After reviewing over 20 opportunities, the Wood Trust selected the Murrieta Commerce Center, a 41,472 Sq. Ft., well maintained, multi-tenant business park. In order to complete the exchange, the Wood Trust also acquired two additional vacant properties. All three properties closed escrow within the 45 day designation period.