



ROBERT BROWN

Senior Associate

*SPECIALIZING IN
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BROKERAGE*

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PARTIAL CLIENT LIST

- ▶ ABB Inc
- ▶ Old Dominion Freight Line
- ▶ Coker Tire
- ▶ Preferred Freezer Services
- ▶ Interstate Batteries
- ▶ Quality Forming, Inc.
- ▶ Scanpan, Ltd.
- ▶ Piazza Trucking, Inc.
- ▶ Veolia, Inc. dba Supershuttle
- ▶ Powerlink Logistics
- ▶ Above and Beyond Cargo Service, Inc.
- ▶ Direct Air Service, Inc.
- ▶ LG/Nano H20
- ▶ Ukay Furniture Delivery
- ▶ The Conco Companies
- ▶ Andamiro U.S.A. Inc.
- ▶ Ryan's Express Motorcoach
- ▶ Advanced Cleanup Technologies
- ▶ Centerpoint Properties
- ▶ Watson Land Company
- ▶ Terreno Realty, LLC
- ▶ FNS, Inc.
- ▶ Axelavate Transportation Solutions
- ▶ Total Transportation Solutions, Inc.
- ▶ RE Solutions, Inc.
- ▶ Three Countries, LLC
- ▶ SCJ Group
- ▶ 360 New Way, Inc.

PROFESSIONAL BACKGROUND

Robert Brown joined Lee & Associates in 2007 as an Associate to focus on servicing the needs of the Owners and Users of Industrial and Office Properties in the Greater Los Angeles—South Bay Area.

Before joining the firm, Robert began his real estate career as the Marketing Coordinator of GVA DAUM, a regional commercial real estate firm. In that capacity, he developed a comprehensive understanding of the myriad details involved in the successful marketing of commercial properties and the representation of commercial property users. Finding the right space at the right price at the right time is no accident, and Robert was integrally involved in working with DAUM's senior brokers to make that happen for their user clients while also supporting the marketing of properties represented by the firm.

Mr. Brown graduated in 2002 with a Bachelors of Science degree in Computer Engineering from the University of Evansville, and has taken some graduate level courses in Digital Signal Processing from UCLA and SDSU. In commercial real estate, he can put his affinity for anything mathematic, statistical, or logic based together with his service mentality to assist his clients, especially those involved in high technology, with even the most complicated transactions. Like many who come from a strong technical background, Robert found himself longing for contact with his customers and the satisfaction that comes from helping make the smartest business decisions possible as it relates to their involvement in commercial real estate.

A lifetime resident of the South Bay, Robert graduated from North Torrance High School and resides in Rancho Palos Verdes. He maintains his strong ties to the community through his activities as a licensed coach and trainer for Cal-South Soccer Clubs.

MARKET EXPERTISE

Robert is a Industrial Real Estate specialist within the South Bay-Los Angeles area. He has represented numerous companies from inception to globalized businesses. His primary area of focus is with port-related logistics and the businesses that indirectly utilize the ports of LA and LB. These businesses include (but are not limited to) transportation companies, logistics companies, supply chain management solutions, packaging companies, LTL companies, and drayage services.

Being a steward of the Commercial Real Estate business beckons all Agents to be well-researched on the local economics, social economics, and transactional economics. Robert earns his business through showing clients where and how to optimize value. This can only be achieved through active listening, understanding through transactional experience and historical reference, and a grounded approach in problem solving. Whether you are playing a short game or long game, Robert's ability to assimilate information and turn it into strategy is of benefit to his clients in both the transactions he makes, and the ones he encourages his clients to avoid.

AFFILIATIONS

- American Industrial Real Estate Association Member (AIR)
- Harbor Transportation Club Member (HTC)
- Los Angeles Transportation Club Member