



gregg kafka
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PARTIAL CLIENT LIST

- » Aegon, USA
- » BHHS Legacy
- » Buchanan St. Properties
- » Cypress
- » Faison
- » Furst Properties
- » Irgens
- » Lincoln Properties
- » Mainspring Capital
- » Mark IV Capital
- » McCarthy Cook
- » Oaktree Capital
- » Opus
- » Piedmont Office Realty Trust
- » Regent Properties
- » Ryan Companies
- » Trigate Capital
- » Velocis
- » Via West



Specializing in

OFFICE

brokerage

PROFILE

Mr. Kafka specializes in the representation of landlords, specifically in the leasing and sales of office properties in the metropolitan Phoenix real estate market. Mr. Kafka's extensive knowledge of the Metropolitan Phoenix market is complemented by thorough analysis and marketing skills involving tenant relocation, tenant expansion, lease negotiations, market analysis and property marketing. These qualities, along with a strong work ethic, have enabled him to become a respected presence within the market. In 2015, Kafka earned his CCIM designation.

CAREER SUMMARY

- » Completed over 180 lease Transactions amounting to over \$40 million in gross consideration
- » Provided Construction Bid Analysis and Lease Proposal Analysis for tenants
- » Cold calling and canvassing to gain prospects
- » Lease Review
- » Comprehensive Market Surveys
- » Broker Opinion of Value services for income and user properties

EXPERIENCE

- 2014 to Present: Lee & Associates / Associate
- 2011 to 2014: Lee & Associates / Runner/Researcher
- 2007 to 2011: Macerich Co.
- 2000 to 2006: Opus West Corporation

EDUCATION

- Bachelor of Science in Construction Management, Arizona State University
- Arizona Department of Real Estate, Real Estate Sales License

ACHIEVEMENTS

- 2014-2017: Completed over 180 lease Transactions amounting to over \$40 million in gross consideration
- 2011-Contributed to lease negotiations and oversaw the construction of over 500,000 SF of retail space.
- 2011-Lease negotiations and construction of 17 tenant construction build outs In the Market at Santa Monica Place Mall, Santa Monica, CA
- 2010-2011-Lease negotiations and construction of 65 tenant construction build Outs in the redevelopment of Santa Monica Place Mall in Santa Monica, CA
- 2009-Lease negotiations and construction of 45 tenant construction built outs in the redevelopment of Northgate Mall in San Rafael CA

COMMUNITY INVOLVEMENT

- NAIOP Member
- AZ Tech Council Member
- Former CCIM Board Member
- Toastmasters International

Lee & Associates – Arizona

A Member of the Lee & Associates Group of Companies

Your Local Market Experts

www.leearizona.com