



**Gregg Kafka, CCIM**  
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Completed over 210+ transactions amounting to over \$50 million in gross consideration



Lease negotiations and construction of over 100 tenant construction build outs



2017 CCIM Board Member, AZ Tech Council Member, SIOR Candidate

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## Speaking Overview:

Gregg is actively involved in the local commercial real estate market, running over 60 deals at any one time and closing multiple transactions each week (over 50 per year on average). His daily interactions with building owners throughout the valley, local brokers, and clients help him intimately understand the ins and outs of the commercial real estate market in Metro Phoenix. He has given numerous presentations on the current state of the market and its outlook, to large groups such as the Appraiser Real Estate Trends Conference (150+ attendees) and smaller more intimate groups such as the Kierland's Owners Association. Gregg's 10-year background in construction management, and 7+ year background in commercial real estate give him a wealth of knowledge on current and future outlooks on the market. This knowledge is a great asset to any company looking to buy, lease or sell any office buildings.

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## Professional Summary:

Gregg specializes in the representation of tenants and owners, specifically in the leasing and sales of office properties in the metropolitan Phoenix real estate market. His 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 industry.

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## Career Summary:

- » Completed over 210+ lease transactions amounting to over \$50 million in gross consideration
- » Provided Construction Bid Analysis and Lease Proposal Analysis for tenants and owners
- » Cold calling and canvassing to gain prospects
- » Lease Review
- » Comprehensive Market Surveys
- » Broker Opinion of Value services for income and user properties

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## Community involvement

- » CCIM Board Member
- » NAIOP Member
- » AZ Tech Council Member
- » Toastmasters International
- » AZ Chapter SIOR Candidate