



# KELLY NICHOLLS

Investment & Tenant Representation Brokerage  
Principal

## PROFILE

Kelly Nicholls is a Principal with the Lee & Associates-North San Diego County Office in Carlsbad. She specializes in site-location advisory services, multi-market tenant portfolio representation, investment sales and build to suites.

## CAREER SUMMARY

As a veteran Commercial Real Estate Advisor, Kelly, provides clients with a customized process to efficiently and cost effectively achieve their real estate goals. Her experience in the commercial real estate industry of Southern California, Silicon Valley, and the greater Western United States includes assisting companies with strategic planning, facility relocation, real estate portfolio administration, lease contract, purchase contract transaction management, project construction management, property dispositions, build-to-suits, sale-lease-backs and procurement of economic development incentives.

## EXPERIENCE

- Lee & Associates, Inc., Principal - 2018 to Present
- Lee & Associates, Inc., Senior Vice President - 2015 to 2018
- McKinney Advisory Group, Corporate Real Estate Advisor - 2011 to 2015
- Bre Grubb & Ellis Company, Real Estate Advisor - 2003 to 2010
- Cornish & Carey Commercial, Corporate Real Estate Advisor - 1991 to 2002
- Fox & Carskadon Commercial Real Estate, Sales Associate - 1986 to 1991

### Notable Transactions Include:

- **Applied Medical Resource Group** - (6 assignments) 707,790 SF Purchase
- **Asia Source, Inc.** - (3 assignments) 138,000 SF Build-to-Suit
- **eMachines / Trigem America** - (3 assignments) 319,000 SF Leases
- **Ernest Packaging Solutions** - (13 assignments) 921,550 SF Leases
- **Evertex Computer Corp.** - 160,500 SF Purchase
- **Fleming Foods Corporation** - 645,925 SF Sublease
- **Genica** - 160,561 SF Purchase
- **Hasbro, Inc.** - 397,188 SF Build-to-Suit
- **Imperial Toy, Inc.** - 156,000 SF Lease
- **REEFF / First Industrial** - 205,000 SF Purchase
- **Sky Chefs, Inc** - 86,810 SF Lease
- **Summerfield Hotel Corporation** - (3 assignments) 7.3 acres

## EDUCATION

- University of California, Berkeley 1983 to 1986

## PROFESSIONAL AFFILIATIONS

- ACG | Association for Corporate Growth
- Certified Commercial Investment Member Candidate (CCIM)
- CREW - Commercial Real Estate Women
- Maritime Alliance
- MIT (Military in Transition) Firefighter for a Day
- NAIOP | Commercial Real Estate Development Association
- North San Diego County Economic Development Council
- Opus Developer Corporation (Broker of the Year)

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## PARTIAL CLIENT LIST

- ▶ Applied Medical Devices, Inc.
- ▶ ASI
- ▶ CS Winery
- ▶ CA Rampworks
- ▶ Ernest Packaging Solutions
- ▶ Encore Industries
- ▶ First Industrial Realty Trust
- ▶ Fleming Foods
- ▶ Gables Residential
- ▶ Grundfos
- ▶ EVERTEK Computer Corporation
- ▶ Hasbro, Inc.
- ▶ Hazeldon Betty Ford Foundation
- ▶ Hitachi
- ▶ Imperial Toy, Inc.
- ▶ Interlink Language Centers
- ▶ Lite Machines
- ▶ Masimo Corporation
- ▶ Nikkiso America
- ▶ Profinance
- ▶ REEFF
- ▶ Sierra Suites Hotel
- ▶ Spinergy
- ▶ Summerfield Hotel Corp.
- ▶ Sterogene Bioseparation Inc.
- ▶ Synscapes of California
- ▶ Trigem Computer
- ▶ UPS



LOCAL EXPERTISE. INTERNATIONAL REACH. WORLD CLASS.