



ALMA MILUSO

Tenant Representation Brokerage Associate

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PARTIAL CLIENT LIST

- ▶ Aggressive Legal Services
- ▶ Alvi Armani
- ▶ Amazon
- ▶ Backyard Brewing
- ▶ Bay City Mechanical
- ▶ Better Business Bureau
- ▶ Bitmo
- ▶ Chela's Bakery
- ▶ Develo Scapes
- ▶ Extraordinary Conceptions
- ▶ Flooring Creations
- ▶ Hot Yoga Lab
- ▶ KOZ Events
- ▶ Meridian Properties, Inc.
- ▶ MHP
- ▶ Nations Escrow
- ▶ One Source Distributors
- ▶ Powerhouse Fitness
- ▶ Precision One Medical, Inc.
- ▶ Social Gaming Network
- ▶ Tax Tiger
- ▶ Transpak
- ▶ United Site Services, Inc.
- ▶ Velocity Glazing, Inc.
- ▶ Weldrite, Inc.

PROFILE

Alma Miluso is an Associate with the Lee and Associates – North San Diego County Office and a member of Tenant Edge Real Estate Advisory Services. She specializes in serving tenants and buyers with strategic planning, needs analysis, site selection, negotiation and acquisitions. Alma focuses on prospecting, business development research, analytics, and manages a large client database for the team.

CAREER SUMMARY

Alma's expertise in the market allows her to provide a customized process to each client with honest, valuable commercial real estate solutions.

EXPERIENCE

Associate – Lee and Associates, Carlsbad, CA **2018-Present**
Tenant Representation

Bay City Mechanical – Represented buyer in the \$4,000,000 purchase of a 16,108 SF two building industrial portfolio. During escrow, she secured a lease with Cue Health for the 7,536 SF building.

Decision Logic - Represented the Tenant in the 18,000 SF creative office lease. \$5,600,000 value.

United Site Services, Inc (USS) – USS is a national corporation with over 125 locations. Tenant Edge team serviced all of their real estate nationally, completing over 50 transactions with USS valued in excess of \$60,000,000.

Transitional Researcher/Agent - Lee and Associates, Carlsbad, CA **2016-2017**

- Researched Ownership & Title of properties.
- Utilized CoStar to research the Sales & lease comparable of properties
- Learned and analyzed the San Diego commercial real estate markets
- Worked alongside multiple brokers and studied multiple markets and product types
- Toured and showed multiple buildings/suites for brokers
- Built database for multiple projects
- Completed weekly training with President of Lee and Associates

Commercial Property Manager – Sunwood Ventures, San Diego, CA **2013-2017**

- Performed routine inspections of properties
- Managed operating budgets, tenant improvements, capital improvements, maintenance, and repairs.
- Monitored expiring leases and renewals
- Negotiated lease terms for new leases or renewals
- Oversaw day-to-day operations of over 100,000 square feet of office and industrial space.

Hospitality Services Manager – San Francisco, CA **2009-2012**

EDUCATION

- Real Estate Finance, Investment & Development Certificate, University of San Diego, CA.
- Real Estate Salesperson License, San Diego, CA.
- Bachelors of Arts in Legal Studies, University of California Santa Cruz, Santa Cruz, CA.

COMMUNITY INVOLVEMENT

- Chicano Federation - Member of the Housing & Real Estate Community
- Hispanic Chamber of Commerce
- CRT - Chairman's Round Table
- Carlsbad Chamber of Commerce
- National Lee and Associates - Diversity Advisory Board

LANGUAGE

- Fluent in Spanish



LOCAL EXPERTISE. INTERNATIONAL REACH. WORLD CLASS.