



# GREG GERSHMAN

Private Client Brokerage  
Principal

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## PARTIAL CLIENT LIST

- ▶ TruAmerica
- ▶ Levine Investments
- ▶ H.G. Fenton Development Co
- ▶ ConAm
- ▶ True America
- ▶ Tideline Partners
- ▶ AMCR Institute
- ▶ AKT Wealth Consultants
- ▶ Seaside Wealth Consultants
- ▶ Meissner Jacquet Property Mgmt
- ▶ TLC Financial
- ▶ Investor Property Management
- ▶ Motorhomes of California
- ▶ Affirmed Housing
- ▶ Seahive
- ▶ 7-Eleven
- ▶ Vital Rock Climbing
- ▶ San Diego Coffee
- ▶ Express Pro Staffing
- ▶ Lat32 Engineer (Acq'd by Pelton)
- ▶ WOT Marine
- ▶ Salty Crew
- ▶ Raen Sunglasses
- ▶ JBL Spearguns
- ▶ West Coast Recovery

## PROFILE

Greg Gershman is a top producing Principal with Lee & Associates in North San Diego County. Greg specializes in representing private capital and high net worth individuals in acquisition and disposition of commercial assets in coastal and high barrier infill markets.

## CAREER SUMMARY

Greg has over a decade of sale and leasing experience representing 1,500,000 SF of private and institutional property owners. He has closed on over \$250,000,000 of sale and lease transactions in coastal and urban markets throughout Southern California. In 2016 Greg was the fastest and highest earning associate to achieve Partner/Shareholder status in the company history. Greg and his team was the top producing team in 2017 at Lee & Associates San Diego. Greg specializes in identifying and creating value for his clients through his extensive market knowledge.

## EXPERIENCE

- 2016 to present: Principal/Partner - Lee & Associates
- 2013 to 2015: Associates, Lee & Associates

### Notable Recent Transactions Include:

- **Coastal Private Client Portfolio:** Represented local family office in valuation, restructure, and disposition of \$30,000,000 portfolio.
- **H.G. Fenton:** Represented buyer on \$10,000,000 acquisition and sale-leaseback of 33,000 SF medical office campus on 3.5 Acre.
- **North County Times Newspaper Building:** Representing the Seller of the Iconic Coastal Newspaper Building totaling 45,436 SF situated on 1.66 Acres of land on Coast Highway.
- **Vista Corporate Center:** Seller representation of 23,639 SF three-story Class A office building.
- **Surf Bowl Oceanside:** Seller representation; disposition of 10,900 SF Bowling Alley & 40,000 SF multi-tenant Industrial warehouse on 3.5 Acres..
- **Weselohe Chevrolet Dealership:** Buyer representation of local developer to acquire full city block in Coastal North County for \$5,000,000.
- **Chase Bank Building:** Buyer and Seller representation of coastal office on ~1 acre in coastal downtown.
- **Hill Street Plaza:** Buyer and Seller representation on sale of a 21,000 SF Coastal Retail Center on Hwy 101 for \$5,750,000. 1031 Exchange.
- **7-Eleven:** Private client 1031 Exchange acquisition of a newly built 7-Eleven in Dallas Texas for \$5,500,000.
- **1555 S. Coast Hwy (Old Harley Davidson Dealership):** Buyer representation. Acquired a vacant 13,000 SF building on 2.6 acres for \$5,800,000.

### Notable Achievements Include:

- Top Producer Lee & Associates 2013-2020
- 2014: Rookie of the Year, Lee & Associates
- 2015: Associate of the Year, Lee & Associates
- 2016 Partner/Principal, Lee & Associates \*Fastest to achieve Partner status in company's history.
- 2016 Top Office Investment Sale & Top Multi-Family Investment Sale, Lee & Associates
- 2017 Top Retail Investment Sale & #1 Team, Lee & Associates San Diego County
- 2018 Next Top 40 under 40 Business Leaders San Diego Business Journal

## EDUCATION

- Bachelor of Science in Communication, California State University San Marcos
- State of California Real Estate License #01909272

## AFFILIATIONS

- NAIOP San Diego Chapter - Developing Leaders
- Urban Land Institute - Young Leaders
- San Diego Marlin Club