



RUSTY WILLIAMS, SIOR

Industrial, Office, and Investment Brokerage

Principal

PROFILE

Mr. Rusty Williams is a Principal with Lee & Associates in North San Diego County and is an active broker in industrial and office building sales and leasing, investment sales, and land sales. He has negotiated sales and lease transactions totaling in excess of \$820,000,000 in his career.

CAREER SUMMARY

As a Commercial Real Estate Advisor for Lee & Associates, Mr. Williams has represented the interests of multiple landlords, developers, banks and tenants within San Diego County.

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PARTIAL CLIENT LIST

- ▶ Carlton Management
- ▶ City of Vista
- ▶ American Property Enterprises
- ▶ Gildred Companies
- ▶ Land Win
- ▶ Greene Properties
- ▶ GE Capital
- ▶ Show Imaging
- ▶ Durkin Development, Inc.
- ▶ North County Lifeline
- ▶ STOS Partners
- ▶ Aethercomm
- ▶ Sweetman Properties

Bank Clients

(Completed REO Sales)

- ▶ Wells Fargo
- ▶ US Bank
- ▶ Sunwest Bank
- ▶ Bank of the West
- ▶ Union Bank
- ▶ Torrey Pines Bank
- ▶ Lehman Brothers
- ▶ Bank of America

Notable Recent Transactions Include:

- AMB/Monarch - Oceanside, CA \$89.9 Million Industrial Development
- DEI/RREEF - Oceanside, CA \$17.5 Million Industrial Investment
- DEI/Calco West Financial - Vista CA \$16.6 Million Investment
- Greene Properties/Americare - Vista CA \$15 Million Investment
- EB Capital, LLC – Vista, CA \$14 Million Industrial Sale
- Stos Partners - National City, CA \$12.2 Million Industrial Investment
- Aethercomm / Land Win - Carlsbad, CA \$11.1 Industrial Million Investment
- FRE Palomar Partners, LLC - San Marcos, CA \$9.25 Million Industrial Sale
- Hamann Companies/U.S. Bank- Oceanside, CA \$8.8 Million Industrial Land
- HK Advisors, LLC – Oceanside, CA \$8.5 Million Industrial Sale
- L.W. Properties/AMB - Oceanside, CA \$8.5 Million Medical Development
- Amerillum/RFT Management - Oceanside, CA \$7.1 Million Industrial Investment
- Focus Real Estate Services, LLC – San Marcos, CA \$6.9 Million Industrial Investment
- Carlsbad Grand, LLC – Carlsbad, CA \$6.5 Million Office Investment
- Manoj REH, LLC - Carlsbad, CA \$5.9 Million Office Investment
- Surfside Industries, LLC – Port Hueneme, CA \$5.1 Million Industrial Investment
- Nonar, LLC/Distinctive Plastics, Inc. – Vista, CA \$4.8 Million Industrial Lease

Notable Achievements Include:

- 2016, 2011, 2010, 2007 Top Producer, Lee & Associates
- 2005-2015 Top 3 Producer, Lee & Associates
- 2003 Rookie of the Year, Lee & Associates
- 2 Time "30 Under 30" Award Winner - Real Estate Southern California
- 30 Time Top Producer of the Quarter, Lee & Associates
- Completed Investment Sales with Institutional Investors & Banks Ranging in Size from \$1 Million - \$89 Million
- 2015 Voted "Top 40 Under 40" by San Diego Business Journal
- San Diego Daily Transcript "Top Commercial Real Estate Leader"
- 2015-2017 SIOR President San Diego
- 2019 GlobeSt "50 Under 40" Award

EXPERIENCE

- 2002 to 2004: Associate, Lee & Associates
- 2004 to Present: Principal, Lee & Associates

EDUCATION

- Bachelor of Science in History, University of California Los Angeles
- State of California Real Estate License
- Society of Office and Industrial Realtors

COMMUNITY INVOLVEMENT

- North County Lifeline Board of Directors
- UCLA Alumni Association (San Diego Chapter)
- Athletes Touch Board of Directors



LOCAL EXPERTISE. INTERNATIONAL REACH. WORLD CLASS.