



RUSTY WILLIAMS, SIOR

Industrial and Investment Brokerage

Principal

PROFILE

Rusty is a Principal with Lee & Associates – North San Diego County located in Carlsbad, CA and is the founding member of the Williams Roth Group in which he started in 2003. He specializes in representing landlords, tenants, sellers, and buyers for industrial, office, R&D, flex, and land properties throughout San Diego County. He has negotiated sales and lease transactions totaling more than \$1 Billion in his career.

Notable Recent Transactions Include:

- \$89.9 Million Industrial Development (Oceanside)
- \$22M Institutional Industrial Investment Sale (Vista) – 134,299 SF
- \$14 Million Industrial Sale (Vista) – 77,736 SF
- \$13M K1 Speed Industrial Sale – (Carlsbad) 70,224 SF
- \$12.2 Million Industrial Investment (National City) – 91,541 SF
- \$11.36M Flex Owner User Sale (Vista) – 68,222 SF
- \$11.2 Million Industrial Investment (Carlsbad) – 47,850 SF
- \$10.3M Industrial Owner User Sale (Oceanside) – 54,740 SF
- \$9.71M Multi-Tenant Industrial/Office Park Sale (Carlsbad) – 53,057 SF
- \$9.25M Multi-Tenant Industrial Sale (San Marcos) – 53,250 SF
- \$8.775M Multi-Tenant Industrial Reposition Sale (San Marcos) – 61,264 SF
- \$8.5M 10-Year Industrial Suite Lease (Carlsbad) – 46,838 SF
- \$8.5 Million Industrial Sale (Oceanside) – 54,670 SF
- \$7.1 Million Industrial Investment (Oceanside) – 54,015 SF
- \$4.88M Industrial Building Lease to Credit Tenant (Vista) – 90,615 SF
- \$4.54M Industrial Suite Lease (Oceanside) – 67,913 SF

Notable Achievements Include:

- Top 2 Producing Agent 2020 – Lee & Associates North San Diego County
- 2019 GlobeSt "50 Under 40" Award
- 2015-2017 SIOR President San Diego
- San Diego Daily Transcript "Top Commercial Real Estate Leader"
- 2016, 2011, 2010, 2007 Top Producer – Lee & Associates North San Diego County
- 2005-2015 Top 3 Producer – Lee & Associates North San Diego County
- 30 Time Top Producer of the Quarter – Lee & Associates North San Diego County
- 2015 Voted "Top 40 Under 40" by San Diego Business Journal
- 2 Time "30 Under 30" Award Winner - Real Estate Southern California
- 2003 Rookie of the Year – Lee & Associates North San Diego County

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 active board member & president 2015-2017

COMMUNITY INVOLVEMENT

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

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PARTIAL CLIENT LIST

- ▶ City of Vista
- ▶ Gildred Companies
- ▶ Land Win Management
- ▶ Show Imaging
- ▶ North County Lifeline
- ▶ STOS Partners
- ▶ Aethercomm
- ▶ Sweetman Properties
- ▶ Elion Partners
- ▶ Excelsior Partners
- ▶ Burke Development
- ▶ Hydranautics
- ▶ Saddleback Associates
- ▶ Aqua Lung
- ▶ Hudson Technologies
- ▶ Sunwood Ventures
- ▶ Hamann Companies
- ▶ Magna Flow
- ▶ Pirch
- ▶ Triple M Packaging



LOCAL EXPERTISE. INTERNATIONAL REACH. WORLD CLASS.