

Real Estate Forum[®]

June 2014



TOMORROW'S LEADERS

Who says it takes decades to make a name for oneself in this business? Meet 25 young professionals who are already building formidable reputations in Southern California's commercial real estate scene. **By Kelsi Borland, Natalie Dolce, Rayna Katz and Brian Rogal**

Search GlobeSt.com/Young Professionals for more up-and-comer profiles.



BRENT SMITH, 30

Senior Vice President
Greiner Realty
San Diego

After several off-again and on-again tenures over the years, he started the business with his brother. The two own and manage several properties in San Diego and have a long-standing working relationship with approximately 100 million square feet. Over

2008, he has completed over 1.2 million square feet and has received more than 100 million dollars in gross revenue and over \$100 million in net income. After his time as a broker for 2011, 2012 and 2013, he is currently Senior Vice President of Greiner Realty. He has completed 207 transactions totaling more than 1.7 million square feet and \$70 million in total consideration. One of the most significant deals was the representation of the San Diego Free Market in its consolidation with the location throughout the county. They identified and negotiated lease to the building manufacturer, resulting in 100,000 square feet of space.



BEN SMITH, 30

Corporate Managing Director
Wells
Los Angeles

Ben has developed an impressive client base that includes public, private, nonprofit and Fortune 500 companies. Responsible for strategic planning and transaction advisory services as well as portfolio management for multiple accounts, he has executed transactions in excess of \$1 billion and more than three million square feet for the firm. These career achievements include representing the Greenfield Group and World to acquire the largest centrally located retail park in the country and representing companies like Sherwin-Williams to develop new construction. Beginning with the firm as an account director, Ben was recently promoted to corporate managing director due to his impressive sales production in 2013 and 2014.



WARREN BERZACK, 34

Principal
Lee & Associates
Sherman Oaks

Berzack has been in the business for 14 years and is currently ranked as his company's No. 2 agent. In just over a decade, he's amassed approximately \$1 billion in sales, closed hundreds of transactions and led his group, Berzack

Investment Property Advisors, to become one of L.A.'s top teams, closing a record 70-plus transactions last year. In addition, Berzack spearheads Lee & Associates' new institutional multifamily group. While his concentration lies in the San Fernando Valley and Greater Los Angeles, he has sold properties in over 25 states. Clients praise him as "wise, meticulous and business savvy; ethical standards above reproach; and a rare combination of people skills, high intellect and humility." When asked why this market, Berzack notes, "I firmly believe that commercial real estate is the best investment vehicle for building lifelong wealth. And nowhere else is there such a unique and powerfully desirable geographic as Southern California."



BRENT SMITH, 30

Senior Vice President
Greiner Realty
San Diego

After several off-again and on-again tenures over the years, he started the business with his brother. The two own and manage several properties in San Diego and have a long-standing working relationship with approximately 100 million square feet. Over

2008, he has completed over 1.2 million square feet and has received more than 100 million dollars in gross revenue and over \$100 million in net income. After his time as a broker for 2011, 2012 and 2013, he is currently Senior Vice President of Greiner Realty. He has completed 207 transactions totaling more than 1.7 million square feet and \$70 million in total consideration. One of the most significant deals was the representation of the San Diego Free Market in its consolidation with the location throughout the county. They identified and negotiated lease to the building manufacturer, resulting in 100,000 square feet of space.