



# DAVID NEWTON

SIOR, CCIM, CFP™

Principal

**SPECIALIZATION**  
**INDUSTRIAL & OFFICE BROKERAGE**  
**ORANGE, CALIFORNIA**

## PROFILE

David serves as a broker and consultant to numerous corporations in North America. Clients note that David's most important strength lies in his ability to structure, organize and develop systems that reduce occupancy costs for their portfolios of leased and owned facilities. In addition, David is a recognized expert in areas of contract negotiations and investment analysis.

## CAREER SUMMARY

David began his career in 1985 with Howard Ecker & Company in Chicago, Illinois, where he represented tenants in both the Downtown and Suburban markets. In 1988, he moved to California to establish their West Coast operations. He joined Bayshore Partners in 1989 where he was an owner and partner for 18 years. David joined Lee & Associates as a Principal in 2007, due to their national presence and results driven philosophies.

## EDUCATION/DESIGNATIONS

David holds an MBA in real estate finance from DePaul University and a Bachelor of Science degree from Illinois State University. David is a member of the Society of Industrial and Office Realtors (SIOR) a prestigious designation held by only 3,100 individuals worldwide. This professional designation stands for the highest level of knowledge, production and ethics in the real estate industry. Additionally, David is one of 13,000 commercial realtors who have received the Certified Commercial Investment Member (CCIM) designation, the highest designation awarded by the National Association of Realtors. David has also earned the Certified Financial Planner (CFP) designation. The CFP curriculum and examination test applicants on a wide range of subjects, including income tax, investments, employee benefits, insurance and estate planning.

## AFFILIATIONS

- Member, Society of Industrial and Office Realtors (SIOR)
- Certified Commercial Investment Member (CCIM)
- Certified Financial Planner (CFP)
- Member, Board of Directors, Lee & Associates - Orange, Inc.
- Member, American Industrial Real Estate Association (AIR)
- Member, National Association of Realtors (NAR)

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- ▶ 32 Years of Corporate Client Service Experience
- ▶ National Clients - transactions in more than 330 markets.
- ▶ Client Relations - average relationship exceeds 17 years.
- ▶ Creator of The Space Formula.

### Designations:

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Certified Financial Planner (CFP)