



# PAT DELANEY

Principal

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

## PROFILE

Specializing in leasing and sales of user and investment properties since 1987. Successful representation of over 1,000 real estate transactions.

## CAREER SUMMARY

Certified Commercial Investment Member (CCIM) CCIMs are considered the elite of commercial real estate, sharing a set of skills that puts them far ahead of the competition. The CCIM designation is granted by the Commercial Investment Real Estate Institute (CIREI). CCIMs course topics include financial analysis for commercial real estate, commercial brokerage, advanced techniques in leasing and marketing, market analysis, tax planning, decision analysis, negotiation, presentation skills, managing and marketing troubled assets, among others.

## EXPERIENCE

- 1997 to present: Lee & Associates Commercial Real Estate Services, Inc. - Orange  
Principal / Shareholder

## EDUCATION

- Juris Doctor Degree  
Western State University,  
College of Law Graduate; Cum Laude, 1994  
  
Member of Law Review  
Emphasis in Taxation
- Bachelor of Arts Degree, 1988  
California State University, Fullerton  
Concentration in Finance  
Emphasis in Real Estate

## COMMUNITY INVOLVEMENT

- Member of American Industrial Real Estate Association

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## PARTIAL CLIENT LIST

- ▶ Nord Gear
- ▶ Berkshire Hathaway Home Services
- ▶ Kurz Transfer Products
- ▶ The Huber Group
- ▶ Trico Realty
- ▶ Johnstone Supply
- ▶ Saint Enterprises
- ▶ Rexco Development
- ▶ Tanlie, LLC