Commercial Real Estate Associate

Los Angeles, CA (DTLA) | Full-Time | On-Site & Field-Based | 2+ Years Experience Required

Scale Your Business.

Team Cline is seeking a proven Commercial Real Estate agent ready to grow beyond what is possible independently. If you have spent 2+ years building your foundation in CRE and are now looking for the infrastructure, mentorship, deal flow, and platform to take your production to the next level - this is that opportunity.

Most agents plateau not because of talent, but because of access, support, and deal velocity. We solve all three.

This is not a role for someone looking to start over. It is for a agent who is already producing and ready to produce significantly more.

Why Team Cline?

Team Cline is one of the most active commercial and industrial brokerage teams in Southern California, marketing over 100 commercial properties at any given time. As part of Lee & Associates - the largest broker-owned commercial real estate firm in North America - our associates operate with a strategic advantage from day one.

We provide the platform. You bring the drive. Together, the results speak for themselves.

What sets this platform apart:

- 100+ active listings generating consistent, compounding deal flow
- Dedicated offshore marketing team executing targeted outreach at scale
- AI-integrated prospecting tools and best-in-class data platforms (CoStar, LoopNet, Buildout)
- Best-in-class deal tracking and accountability systems
- Collaborative team environment with real-time market intelligence sharing
- Backed by the #1 new Lee & Associates office nationwide
- Nearly 100 years of collective Southern California industrial real estate expertise

You focus on relationships and closing deals. We handle the rest.

Culture & Environment

Our culture is one of the things that truly sets Team Cline apart - and it is not something you will find at most brokerage firms. We work hard and we play hard. We are a high-performance team that holds each other accountable, celebrates each other's wins, and genuinely enjoys spending time together inside and outside the office.

Team Cline is not just a team - it is a family. We socialize together, support each other personally and professionally, and have built a culture where people are excited to show up every day. That energy is a competitive advantage, and we protect it intentionally.

We are looking for someone who fits that culture as much as they fit the role.

> **What our culture looks like in practice:**
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> - High accountability paired with genuine mutual support - we push each other and back each other
> - Team events, outings, and social time outside the office are a regular part of who we are
> - Collaborative by design - information, opportunities, and wins are shared, not siloed
> - Performance-driven but never cutthroat - we root for each other's success
> - Direct, honest communication with zero ego and zero politics

Our six core values define who thrives here:

Ethical Integrity, trust, and fairness in every deal	**Entrepreneurial** Creative, self-starting, value-driven	**Curious** Collaborative, networked, and personable
Hungry Resilient, driven, and persistently disciplined	**Confident in Capabilities** Knowledgeable, prepared, goes the extra mile	**Greater Purpose** Client, family, community, country

Work Environment & Expectations

Our associates operate as entrepreneurs within a best-in-class platform. You have your business - we provide the systems, support, and infrastructure to help you build it faster than you could alone.

- Direct collaboration with Jack Cline, Doug Cline, Evan Jurgensen, Miles Solomon and the others in the DTLA office
- Immediate access to active listings, live transactions, and real client relationships from day one
- Structured systems and proven processes - bring your drive, we provide the infrastructure
- A team culture that works hard together and celebrates together

What You'll Do

- Actively prospect — cold calls, door-knocking, owner outreach, and market canvassing
- Manage and grow your own book of business within Team Cline's platform and systems
- Represent buyers, sellers, landlords, and tenants in commercial and industrial transactions
- Conduct property research, market analysis, and financial underwriting
- Coordinate and lead property showings, inspections, and client presentations
- Maintain accurate CRM records, deal pipeline tracking, and activity reporting
- Collaborate with senior brokers on complex transactions and co-brokerage opportunities
- Leverage AI-driven tools, data platforms, and offshore marketing support to scale outreach

Earning Potential

Compensation is fully commission-based and negotiated on a deal-by-deal basis, giving experienced agents the flexibility and upside that matches their entrepreneurial approach - your production directly determines your income, with no ceiling.

Qualifications

Required

- Active California Real Estate License
- Minimum 2 years of commercial real estate experience
- Demonstrated transaction history in commercial or industrial
- Valid driver's license and reliable transportation
- Proficiency in CoStar, LoopNet, or comparable data platforms
- Strong prospecting discipline and pipeline management habits
- Exceptional communication and client relationship skills
- High level of organization and ability to manage multiple deals
- Ability to operate with urgency, independence, and professionalism
- Proficiency in Microsoft Office and CRM tools

Preferred

- 3+ years in commercial / industrial real estate
- Established client relationships in the LA / SoCal market
- Experience in industrial, warehouse, or logistics property types
- Background in athletics, military, or competitive environments
- Familiarity with Buildout, Salesforce, or similar platforms
- Bachelor's degree in Business, Finance, Real Estate, or related
- History of meeting or exceeding production goals
- Existing book of business or owner relationships

Who Should Apply

This role is built for experienced agents who are:

- Currently producing but ready to produce significantly more
- Frustrated by limited deal flow, support, or infrastructure at their current firm
- Coachable and open to executing within a proven, structured system
- Motivated by long-term earning potential and equity-level wealth building
- Competitive and disciplined - but also collaborative and team-oriented
- Looking for more than a brokerage platform - looking for a team they actually want to be part of
- Committed to building a long-term career in the Los Angeles commercial market

How to Apply

Please submit a brief note regarding your current production and role and why Team Cline is the right next step and/or your resume.

Submit to: **Cambria Cline** | ccline@lee-associates.com

Learn more: www.lee-associates.com/teamcline

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