



MATT LAWER

Senior Associate

OFFICE &
INVESTMENT

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CORE COMPETENCIES

- Tenant Representation
- Buy-Side Transactions
- Owner-User/Investment Sales
- Office, Flex, Industrial, and Land Property Types
- 1031 Exchange Transactions
- Market Strategy & Forecasting
- Relationship Development & Networking
- Real Estate Investment Analytics
- Contract Negotiation & Deal Structuring

PARTIAL CLIENT LIST

- Platinum Visual Solutions
- SBA Communications
- Phocas Software
- Taylor Architects
- Hart King
- Payne & Fears
- KTG Group
- Automobile Club of Southern California

BIOGRAPHY

Matt is a Senior Associate specializing in tenant representation, owner-user representation, and investment brokerage services. He has established a strong reputation grounded in integrity and client satisfaction. Matt is passionate about building lasting relationships by delivering customized real estate solutions that align with clients' business goals. He is dedicated to fostering trust and loyalty throughout the deal-making process, ensuring each client feels valued and well-served. Leveraging his deep understanding of market trends and client needs, Matt offers innovative, cost-effective solutions. While his primary focus is in the Orange County market, where he grew up in Tustin and has numerous lifelong connections, Matt also works with national tenants and buyers across diverse locations, including clients headquartered in Australia, India, and across the U.S., from coast to coast.

RECORDS & ACCOMPLISHMENTS

Before joining Lee & Associates in November 2024, Matt was an Associate Broker at A Street Partners in Newport Beach, managing real estate transactions. He previously honed his skills at Matthews Real Estate Investment Services in Costa Mesa, working with clients across industries. Before returning to California, he worked in logistics at Worldwide Express in Dallas, as a shipping broker. Matt also supported client relations and market research at Landry Commercial and began his career at Harvey & Company, assisting with M&A strategy and private equity research, gaining valuable analytical and investment insights.

- Licensed Real Estate Salesperson: California
- Assisted Sagard, Inc. in the sale of Tustin Financial Plaza, a multi-building office project, for \$27.5 million.
- Ran the Surfer's Point Marathon in Ventura, CA, demonstrating his personal commitment to setting and achieving goals.

NOTABLE TRANSACTIONS

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|-----------------------------|------------|
| • Platinum Visual Solutions | 200,000 SF |
| • Elks Lodge | 113,000 SF |
| • MetLife | 56,000 SF |
| • Agility Logistics | 35,000 SF |
| • KTG Group | 31,000 SF |
| • GKK Works | 19,000 SF |
| • Playmate Toys | 17,000 SF |

EDUCATION

Texas Christian University – Major: Economics / Minor: Finance
Member, Phi Kappa Sigma Fraternity – Rush Executive Committee & Social Committee