



Grant Fulkerson, SIOR

Principal | Managing Director

Lee & Associates-LA North/Ventura Inc.

Corporate ID# 01191898; License ID# 01483890

A Member of the Lee & Associates Group of Companies

26050 Mureau Rd. Ste. 101, Calabasas, CA 91302

Phone: (818) 449-4401 Fax: (818) 591-1450

gfulkerson@lee-re.com | <http://fulkerson-re.com>

Specialty / Expertise

Grant Fulkerson, SIOR is a principal and managing director of Lee & Associates-LA North/Ventura Inc. specializing in the North Los Angeles and Eastern Ventura County markets. His expertise includes sales and leasing of industrial and R&D properties as well as land disposition and development. Mr. Fulkerson has successfully brokered deals in excess of 8,500,000 square feet valued at over \$325 million since joining Lee in 2004.

Recent prominent industrial transactions include the sale of a 115,500-sf facility in Moorpark to Nearon Enterprises; a 203,510-sf lease in Moorpark to Abbysson Living; a 104,073-sf lease in Oxnard for Haas Automation; an 83,838-sf lease in Calabasas to Spirent Communications on behalf of Cypress Land Company; a 68,608-sf sale in Camarillo to Hi-Temp Insulation; a 67,316-sf sale in Simi Valley to ANSXtreme; a 59,570-sf investment sale in Thousand Oaks on behalf of Selleck Development Group; a 35,097-sf lease renewal for American Vision Windows' headquarters offices; and a lease renewal of Alcatel's R&D facility in Calabasas. Land and ground up development transactions include the sale of 10.3 acres to Target Corp. and the sale of over 30 industrial, R&D and office condos at the 300,000-sf master planned Patriot Commerce Center in Moorpark, CA.

Career History / Professional Recognition

Mr. Fulkerson was appointed as the inaugural Managing Director of Lee & Associates' Calabasas office in 2014. He continues to serve on the Board of Directors, to which he was elected in 2012.

Early in his career at Lee, Mr. Fulkerson was honored as Rookie of the Year and Associate of the Year, and was elevated to principal in 2010. He has earned induction into the President's Circle of Excellence in multiple years, and has most recently ranked among the company's Top 10 Producers in 2010, 2013 and 2014 and 2016. He ranked as the No. 2 Producer in 2015.

In 2016, Mr. Fulkerson earned a Society of Industrial and Office Realtors (SIOR) designation, putting him among only 2,900 practitioners worldwide to hold that designation.

In 2011, 2012 and 2014, Mr. Fulkerson was recognized by the *Pacific Coast Business Times* in its Who's Who in Commercial Real Estate rankings. In 2011, he also received the publication's "Top 40 Under 40" honors. He was honored by the *San Fernando Valley Business Journal* in 2015 and 2016 for his transactional achievements.

Major Clients (partial list):

- Rexford Industrial
- Selleck Development Group
- AQUIESSE
- Nearon Enterprises
- Hi-Temp Insulation
- Bank of America OREO
- ITT Exelis
- Haas Automation
- ANS Xtreme, Inc.
- Implant Direct
- Triliad Development
- West America Construction
- Sunbelt Enterprises
- DermaE
- Cypress Land Company
- Teitelbaum Construction
- American Vision Windows
- Liberty Property Trust

Notable Transactions (partial list):

- 10.3-Acre Land Sale Westlake Village \$11,000,000
- 59,600-SF Industrial Sale Newbury Park, \$6,250,000
- 104,073-SF Industrial Lease Oxnard, \$3,215,000
- 67,316-SF Industrial Sale Simi Valley, \$6,445,000
- 85,000-SF Industrial Lease Camarillo \$3,763,000
- 35,097-SF Industrial Lease Simi Valley \$1,950,000
- 25,764-SF Industrial Sale Moorpark \$3,150,000
- 54,052-SF Industrial Sale Moorpark \$4,708,125
- 203,510-SF Industrial Lease Moorpark, Consideration: \$5,000,000
- 68,608-SF Industrial Sale Camarillo \$5,660,000
- 116,000-SF R&D Sale Moorpark \$10,750,000
- 128,700-SF Industrial Lease Renewal Calabasas \$5,337,450
- 46,100-SF Industrial Lease Simi Valley \$2,960,000
- 22,200-SF Industrial Lease Renewal Camarillo \$4,026,000
- 26,500-SF Industrial Lease Calabasas \$4,400,000
- 37,000-SF Industrial Sale Newbury Park \$5,700,000
- 115,538-SF Industrial Sale Moorpark, \$9,900,000
- 127,820-SF Office Park Sale Camarillo, \$10,850,000
- 104,000-SF Industrial Sale Moorpark \$7,900,000
- 68,600-SF Industrial Sale Camarillo \$5,660,200
- 98,950-SF Industrial Lease Camarillo \$3,850,000
- 26,517-SF Industrial Lease Calabasas \$4,410,000
- 21,6760-SF Office Sale Moorpark \$7,500,000
- 30,048-SF Office Investment Sale Los Angeles \$8,800,000

Associations/Education

- Member, Society of Industrial and Office Realtors (SIOR)
- Member of the American Industrial Real Estate Association (AIR)
- University of California Santa Barbara (UCSB), majored in Sociology
- Member, Thousand Oaks, Simi Valley, Moorpark, Camarillo Chamber of Commerce