

Specializing in

OFFICE

brokerage



r. craig coppola

CRE, CCIM, SIOR, MBA

Founding Principal

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PARTIAL CLIENT LIST

- » Aegon, USA
- » American Family Insurance
- » Arizona Community Foundation
- » California Casualty
- » CIGNA
- » Commerce Bank
- » Dickinson Wright
- » Flexprint
- » Furst Properties
- » HDR Engineering
- » Holualoa
- » JDA Software
- » Kutak Rock
- » Lincoln Property Company
- » Miller Russell Associates
- » Morgan Stanley
- » Motorola
- » Nina Mason Pulliam Charitable Trust
- » OakTree
- » Opus
- » Perkins Coie
- » Pinnacle Bank
- » US Bank Corp.
- » USAA Real Estate Company
- » Valley of the Sun United Way

PROFILE

Mr. Coppola is the top producing Office Broker in Lee & Associates' 36 year history (50 offices, over 800 brokers). He is also one of the eight Founding Principals of Lee & Associates Arizona. He holds the three most coveted designations in the industry: CCIM, CRE, and SIOR. Mr. Coppola specializes in the representation of landlords and tenants in the leasing and sale of office properties. Mr. Coppola has three decades of leasing and sale experience. He has been a 20 time top producer at Lee & Associates, 6 time NAIOP Office Broker of the year, and an additional 20-time finalist for NAIOP Office Broker of the Year. He is also the Author of four books, *How to Win in Commercial Real Estate Investing*, *The Art of Commercial Real Estate Leasing*, *The Fantastic Life and Chasing Excellence* (co-written with Lee & Associates founder, Bill Lee) as well as a national speaker and lecturer.

CAREER SUMMARY

Mr. Coppola has completed over 3,500 transactions totaling over 13 million square feet, valued in excess of \$3.5 billion.

As the top Commercial Real Estate Advisor for Lee & Associates, Mr. Coppola has represented the interests of multiple landlords, developers and tenants across the United States.

EXPERIENCE

- 1991 to Present: Lee & Associates / Founding Principal
- 1984 to 1991: Grubb & Ellis / Senior Marketing Consultant
- 1983 to 1984: Professional Baseball Player (Minnesota Twins Org.)

ACHIEVEMENTS

- 20 Time Top Producer – Lee & Associates Arizona
- 6 Time NAIOP Office Broker of the Year
- Recipient of the William J. Lee Award – *The Highest Honor Awarded to Only Three People*
- Who's Who of the Decade – 2010 AZ Business Journal
- Commercial Executive Magazine, Broker of the month
- NAIOP National Chapter President of the Year
- NAIOP Transaction of the Year- 2010 and 2012
- 20 Time NAIOP Office Broker of the Year Finalist
- 27 years of service and dedication to the CCIM Institute
- 21 years of service and dedication to SIOR
- Holds top 3 Industry designations: CCIM, CRE, SIOR
– less than 40 people worldwide hold all three
- Best First Time Author, *How to Win in Commercial Real Estate Investing* – National Association of Real Estate Editors (NAREE)

EDUCATION

- MBA - Arizona State University, Tempe AZ, 1992
- Bachelor of Science, Finance – Nicholls State University, 1983
- Associates of Science – Yavapai College, 1981

COMMUNITY INVOLVEMENT

- Arizona Chamber of Commerce Board of Directors
- Banner Health Foundation Board Member
- Xavier College Preparatory Board of Trustees
- United Way Tocqueville Society Chairman
- MD Anderson Banner Capital Campaign



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