



# GREGG KAFKA

CCIM  
PRINCIPAL

SPECIALIZING  
IN OFFICE  
BROKERAGE

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 COPPOLA·CHENEY  
[www.coppolacheney.com](http://www.coppolacheney.com)

## PARTIAL CLIENT LIST

- AFS Technologies
- BerryDunn
- BHHS Legacy
- Buchanan St. Properties
- Churchill Mortgage
- Cypress
- Fairway Independent Mortgage
- Flex Technology Group
- Furst Properties
- Irgens
- Lincoln Properties
- Mainspring Capital
- Mark IV Capital
- McCarthy Cook
- North American Title
- Oaktree Capital
- Opus
- Orsett Properties
- Regent Properties
- Ryan Companies
- Sequoia Consulting Group
- State Farm Insurance
- Thomas Title
- Velocis
- Via West

 **LEE &  
ASSOCIATES**  
COMMERCIAL REAL ESTATE SERVICES

## PROFILE

Mr. Kafka specializes in the representation of landlords and tenants, specifically in the leasing and sales of office properties in the metropolitan Phoenix real estate market. Mr. Kafka's extensive knowledge of the Metropolitan Phoenix market is complemented by thorough analysis and marketing skills involving tenant relocation, tenant expansion, lease negotiations, market analysis and property marketing. These qualities, along with a significant background in constructive management, have enabled him to become a respected presence within the market.

## Key Skills

- » Construction Bid Analysis and Lease Proposal Analysis for owners
- » Extensive Lease Review
- » Comprehensive Market Surveys
- » Broker Opinion of Value services for income and user properties
- » Cold calling and canvassing to gain prospects

## Notable Transactions

- » CH Robinson at Desert Ridge 19,547 SF
- » MedAire at Elevate 24 17,088 SF
- » Sale of Camelback Square 178,268 SF
- » BerryDunn 10,168 SF
- » Sequoia Consulting 15,663 SF

## EXPERIENCE

- 2019 to Present: Lee & Associates/ Principal
- 2014 to 2018: Lee & Associates / Associate
- 2011 to 2014: Lee & Associates / Runner/Researcher
- 2007 to 2011: Macerich Co.
- 2000 to 2006: Opus West Corporation

## EDUCATION

- Bachelor of Science in Construction Management, Arizona State University
- Arizona Department of Real Estate, Real Estate Sales License
- CCIM Certification

## ACHIEVEMENTS

- Completed over 300 lease Transactions amounting to over \$50 million in gross consideration
- Contributed to lease negotiations and oversaw the construction of over 500,000 SF of retail space
- Lease negotiations and construction of 17 tenant construction build outs
- In the Market at Santa Monica Place Mall, Santa Monica, CA
- Lease negotiations and construction of 65 tenant construction build outs in the redevelopment of Santa Monica Place Mall in Santa Monica, CA
- Lease negotiations and construction of 45 tenant construction built outs in the redevelopment of Northgate Mall in San Rafael CA

## COMMUNITY INVOLVEMENT

- NAIOP Member
- AZ Tech Council Member
- Former CCIM Board Member
- Toastmasters International
- AZ Chapter SIOR Candidate Designee

LOCAL EXPERTISE. INTERNATIONAL REACH. WORLD CLASS.