



**gregg kafka**  
**CCIM**  
**Principal**

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[www.czadvisors.com](http://www.czadvisors.com)

## PARTIAL CLIENT LIST

- » *AFS Technologies*
- » *AZ Humane Society*
- » *Bank 34*
- » *BerryDunn*
- » *Churchill Mortgage*
- » *EAPC Architects*
- » *Fairway Independent Mortgage*
- » *FIT Medical Weight Loss*
- » *Flexprint*
- » *Fromm, Smith & Gadow*
- » *Glide Installations*
- » *Ingleside Animal Hospital*
- » *KDF Architectural*
- » *Lotzar Law Firm*
- » *Monarch Power*
- » *MRA & Associates*
- » *National Federation of Independent Business*
- » *National Park Service*
- » *North American Title*
- » *Ober & Pekas*
- » *Pensus Group*
- » *Sequoia Consulting Group*
- » *Scottsdale Cultural Council*
- » *State Farm Insurance*
- » *SJS Investment*
- » *Thomas Title*

Specializing in

# OFFICE brokerage

## PROFILE

Mr. Kafka specializes in the representation of 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 strong work ethic, have enabled him to become a respected presence within the market. In 2015, Kafka earned his CCIM designation. In 2017, he served on the Board for CCIM Arizona Chapter and helped chair the organization of the CCIM annual Golf tournament.

## CAREER SUMMARY

- » Completed over 210 lease Transactions amounting to over \$50 million in gross consideration
- » Provided Construction Bid Analysis and Lease Proposal Analysis for tenants
- » Cold calling and canvassing to gain prospects
- » Lease Review
- » Comprehensive Market Surveys
- » Broker Opinion of Value services for income and user properties

## 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

- 2020 Connect CRE Top Broker
- 2014-2019: Completed over 260 lease Transactions amounting to over \$50 million in gross consideration
- 2011-Contributed to lease negotiations and oversaw the construction of over 500,000 SF of retail space.
- 2011-Lease negotiations and construction of 17 tenant construction build outs  
In the Market at Santa Monica Place Mall, Santa Monica, CA
- 2010-2011-Lease negotiations and construction of 65 tenant construction build  
Outs in the redevelopment of Santa Monica Place Mall in Santa Monica, CA
- 2009-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



COMMERCIAL REAL ESTATE SERVICES