



**PETER D. BACCHI**  
Executive Vice President & Principal

*Specializing In  
Industrial, Land & Investment  
Brokerage*

**PROFILE**

Peter began his career in industrial real estate 30 years ago with Schneider Commercial Real Estate in San Jose, California. He then moved to Heger Realty Corporation as an executive Associate specializing in value added development, sales and leasing of industrial property and property management, assisting with managing over 4,000,000 square feet of industrial real estate.

In 1996 he was recruited to open a Lee & Associates office as a managing partner in the Central/Southeast Market Place. The City of Commerce office was born. Last year, the Office completed transactions valued at approximately \$763,940,000 dollars and commission revenues in excess of \$27,654,000 dollars.

Over the years, Peter has been recognized by his peers with numerous sales and management achievement awards, naming him "Rookie of the Year" in 1986, President Club, Honor's for outstanding performance in 1987, 1988, 1989, 1990, 1991, 1992, "Century Club" honors in 1994 and 1995, and "Top 3 Award" for outstanding achievement in industrial brokerage in 2000-2003 and 2005-2018. Peter has consistently been in the top 6 sales producers from 1996 through 2018.

Today having been involved in over 1567 real estate deals, Peter's experience has provided him insight into the financial and operational aspects of companies to better understand the needs of owners, users and investors in industrial real estate.

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**EXPERIENCE**

- 1996 - Present: Lee & Associates, Industry / Commerce Inc.
- 1986 - 1996: Heger Realty Corporation, Senior Associate, Sales Leasing & Management of Industrial Property
- 1983 - 1985: Schneider Commercial Real Estate Market Research

**EDUCATION**

- University of California Los Angeles (U.C.L.A.) - 1983  
Los Angeles, California  
- B.A. Economics
- University of Nebraska - Lincoln (U.N.L.) - 1980  
Lincoln, Nebraska  
- Pre-Med Major

**PERSONAL AFFILIATIONS**

- AIR American Industrial Real Estate Association
- BOMA Building Owners and Managers Association
- CCIM Certified Commercial Investment Member
- CCICM City of Commerce Industrial Council Member
- CLM Council of Logistics Management
- CRE Counselor of Real Estate
- CWA California Waterfowl Association
- ICSC International Council of Shopping Centers
- IDRC International Development Research Council
- IFMA International Facilities Management Association
- NACORE International Association of Corporate Real Estate Executives
- NAIOP National Association of Industrial and Office Properties
- NNCREW National Network of Commercial Real Estate Women
- SIOR Society of Industrial and Office Realtors
- ULI Urban Land Institute

**PERSONAL ACHIEVEMENTS**

- "Rookie of the Year" 1986
- "President's Club" 1987, 1988, 1989, 1990, 1991
- "Century Club" 1992, 1993, 1994, 1995, 1997, 1998, 1999
- "Top 6 Sales Producers" 1989, 1990, 1991, 1992, 1993, 1994, 1995, 1997-2018
- University of Nebraska - Lincoln (U.N.L.) Swimming & Diving Team
- University of California Los Angeles (U.C.L.A.) Waterpolo Team

**PARTIAL CLIENT LIST**

- ▶ ING Clarion Partners
- ▶ Morgan Stanley Real Estate Fund
- ▶ Prologis
- ▶ The Bloom Family Partnership
- ▶ Sares Regis Group
- ▶ Aetna Real Estate Group
- ▶ Glendale Federal Bank
- ▶ Prudential Real Estate Investors
- ▶ Wells Fargo Bank
- ▶ Overton and Moore
- ▶ GATX Realty Corporation
- ▶ Cabot Partners
- ▶ O'Donnell Property Services
- ▶ JMB Realty Advisors
- ▶ Bank of Commerce
- ▶ Sanwa Bank
- ▶ AOL/Time Warner
- ▶ Small Business Administration/Business Finance Center
- ▶ California State Bank
- ▶ Chevron Land
- ▶ Spectrum Bank
- ▶ Cal-PERS
- ▶ Prentiss Properties
- ▶ Bank of America
- ▶ The Sieroty Company
- ▶ Matzdorff Family Trust
- ▶ Trammell Crow Company
- ▶ Catellus
- ▶ Oltmans Investment Company
- ▶ Fortune Casuals
- ▶ Fortune Fashions
- ▶ Hager Pacific Properties
- ▶ I.D.I.
- ▶ Wabash National
- ▶ Kim Seng
- ▶ Giant Merchandising
- ▶ City National Bank
- ▶ XOXO Clothing Co.
- ▶ Rampage Clothing Company
- ▶ Sears Rowbuck
- ▶ Rockview Farms
- ▶ C.E.G. (Chalmers Equity Group)
- ▶ RREEF
- ▶ Dot Line Transportation



LOCAL EXPERTISE. INTERNATIONAL REACH. WORLD CLASS.