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### CAREER SUMMARY

For over 35 years, Randall LaChance has built a reputation as a top tier commercial real estate services provider in Central San Diego. Fundamental to his success is his passion for service and his focus on the best interests of those he represents. Simply put, Randy takes his role as advisor, consultant, and advocate very seriously.

Randy believes in the time-honored commitment to understanding his market better than anyone else. While he knows how to make the most of technology, his consummate market knowledge comes from working in the field, interacting with tenants, landlords, developers, lenders, and key influencers on a face-to-face basis, enhancing his ability to forge lasting relationships and develop spheres of influence that benefit everyone he works with.

Randy began his career as a leasing broker. Completing over 2,000 leases, he is one of the top leasing agents in Central County. Using his finance education and leasing knowledge, he expanded his business into investment sales in 1997 and has been involved in over 100 investment sales totalling over \$1.2 billion.

In addition to his commitment to his clients, Randy has emerged as a leader within the industry. He plays an active role in the San Diego Chapter of the National Association of Industrial and Office Properties (NAIOP) and also holds the prestigious Society of Industrial and Office Realtors (SIOR) designation, an honor reserved for the elite of the commercial real estate industry. Perhaps the most telling of all is the reputation Randy enjoys with his fellow real estate professionals, who recognize him as one of their most formidable competitors.

Randy graduated with honors from San Diego State University in 1987 and has been Voit's Top Producer in San Diego 10 times. Randy and his family reside in Encinitas, where he volunteers his time to several community organizations.

### AWARDS AND ACCOMPLISHMENTS

- 2015 Top Ten Investment Sales Broker Nationwide - Real Estate Forum
- Top Salesperson Company Wide - 2015
- Top Salesperson - San Diego (10 of last 13 years)
- 2008 Dealmaker of the Year CRA San Diego
- NAIOP Board Member
- Voit Advisory Committee Member
- Most Innovative Deal of the Year (2014)