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CAREER SUMMARY

Mr. Collins is a Senior Vice President and Partner at Voit Real Estate Services, focusing on industrial, flex and office properties and businesses in the Orange County market and on highest and best use analysis. During the past 20 years, he has represented more than 175 different landlords, buyers and tenants who have bought/ sold/leased more than 11.3M square feet with a consideration in excess of \$1.5B. He has been involved in all aspects of real estate lease and purchase contract analysis. John is a licensed real estate salesperson in the State of California.

PROFESSIONAL SERVICES INCLUDED:

- **Tenant/Landlord Representation & Owner/User Sales**

Each year John represents many groups that buy, sell or lease space. Transactions range in size from 500 sf to 250,000 sf and span all product types from Class A&B office buildings to flex/manufacturing/distribution buildings.

- **Office Investments**

Highest and best use/reuse evaluations have underpinned many of the office investment transactions John has brokered. He provided advice that caused his clients to re-cladding, contemporizing, and transforming underutilized interiors and exterior spaces to match the current markets needs. This has dramatically increased the properties values enabling clients to be "first actors" which maximizes values.

- **Industrial Repositioning/Sales**

Highest and best use analysis or supply vs demand recognition has been a driving factor in the advice John provides his clients when selling or repositioning more than 1,000,000 sf of industrial properties in Orange County. The high barrier to entry nature of the Orange County industrial market requires creativity and dynamic nonlinear thinking to understand what a building could be in a rapidly urbanizing area.

EDUCATION AND AFFILIATIONS

- The College of the Holy Cross – Bachelor of Arts - Political Science
- University of Reading
- John is an avid tennis player, cyclist, and enjoys reading books about politics, history and economics

CAREER HISTORY/PROFESSIONAL RECOGNITION

Each year he has been at Lee & Associates – Newport Beach, John has been a "Top 10" producer. He has been awarded "Broker of the Year" by The Irvine Company.

PARTIAL CLIENT LIST

- Edwards Lifescience
- Burke Real Estate Group
- WindWater Realty
- CP Carrillo
- CT Realty
- Performance Lighting Systems
- Meaecare
- Regal Technology Partners
- Semicoa
- EBS Realty
- C3 Development
- Avalon Bay Home Communities
- Marukome USA
- Watson Land Company
- Best VIP Chauffeured
- DKN Hotels
- S3 Hospitality
- Devries International
- SEBCO
- Kahana / Feld
- Soderling Family Trust/RESCO
- Kieckhafer + Schiffer
- Steel Wave
- Many Private Families
- General Plumbing