



# Rick Sheckter

*Executive Managing Director*

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## YEARS OF EXPERIENCE

# 37

## AREAS OF SPECIALTY

Industrial Building Sale and Leasing

Investment Sales

Office R&D

Build-to-Suite Negotiations

Dispositions

New Development Projects

Strategic Planning

Advisory Services

Rick Sheckter serves as an executive managing director in Newmark's San Gabriel Valley office, where he is responsible for advising buyers, sellers, tenants, landlords, investors and developers in the industrial, office, and high-tech marketplace in the San Gabriel Valley and Inland Empire. Mr. Sheckter also specializes in representing corporations with their facilities' needs on a multi-market bases throughout the United States.

In the past 37 years, Mr. Sheckter has successfully completed over 1,400 transactions for more than 12 million square feet of industrial space with a combined value in excess of \$3 billion dollars. Mr. Sheckter's financial background and years of market knowledge have provided for quality representation to such clients as Argent, LLC, Arrowhead Drinking Water Company, the City of Duarte, City of La Verne, COIT Services, Inc., Descansando Partners, Edison Enterprises, First Industrial Trust, Graybar Electric Company, RREEF, Sunbelt Enterprises, Verizon Wireless, BenQ America and WF Construction.

### Partial List of Developer Representation

- Argent, LLC – 8 Industrial Buildings
- Erin Madison – 6 Industrial Buildings
- Rodine Development – 16 Industrial Buildings
- NSB – 5 Office Buildings
- WF Construction – 6 Office Buildings
- San Polo – 35 Industrial Buildings
- Plaza Development – 5 Industrial Buildings

### Partial List of Lease Transactions

#### As a Tenant Representative:

- DNA Motors – 350,000 SF
- APW LTD, 320,000 SF
- Graybar Electric, 238,148 SF - Build to Suit
- Ashley Furniture, 172,800 SF

#### As a Landlord Representative:

- Fisch Properties, 620,000 SF
- Heger Pacific, 70,000 SF

### Partial List of Sale Transactions

#### Representing Seller:

- Sunbelt Enterprises, 243,846 SF – Multi-Tenant Office Investment
- Sunbelt Enterprises, 677,265 SF – Single Tenant Industrial Investment Sale
- Sunbelt Enterprises, 408,224 SF – Multi-Tenant Industrial Investment Portfolio Sale
- Mike Gerber Trust, 150,000 SF – User Sale
- Tulip Corp., 131,000 SF – Multi-Tenant Industrial Investment

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## **Representing Buyer:**

- NSB Associates – R&D Investment Acquisition - \$26 Million
- Rexford Corporation – 6 Multi-Tenant Industrial Investment Portfolio - \$27 Million
- Shapco, Inc. – Acquisition – 22 Acres in the City of Irwindale
- Irwindale Properties LLC - Exchange Industrial Purchase in Phoenix - \$17 Million

## **Partial Client List**

- Argent, LLC
- Sunbelt Enterprises
- Hearthstone Properties
- NSB & Associates
- Graybar Electric Co.
- Descansando Partners
- Weiss Family Limited Partnership
- CEMCO

## **Professional Achievements**

- Top 10 Performer, Los Angeles Metro Region, Newmark, 1997 – 2021
- Chairman's Club - 2015
- Top Five Industrial Performers Nationwide, Newmark, 2014, 2015
- Top 50 Performers Nationwide, Newmark, 2001 – 2015
- Top Salesperson, San Gabriel Valley Office, Newmark, 1995, 1999, 2001 – 2022
- Circle of Excellence Award, Newmark, 1995, 1996, 1998 – 2020
- The Spirit of Grubb & Ellis Award, 2008
- Broker of the Year, CoStar, 2005
- Broker of the Year, San Gabriel Valley Economic Partnership, 2003 – 2005
- District Manager's Award, Los Angeles/San Gabriel Valley Office, Newmark, 1989
- Manager's Award, San Gabriel Valley Office, Newmark, 1988
- Rookie of the Year, Grubb & Ellis, 1986

## **Professional Affiliations**

- Advisory Board Member, American Industrial Real Estate Association
- Council Member, City of Industry Business Council
- Board Member, San Diego State L.A. Regional Council
- Past President, Kiwanis Club of South El Monte
- Licensed Real Estate Broker, State of California

## **Education**

Mr. Sheckter graduated from San Diego State University, San Diego, California with a Bachelor of Science degree in accounting.