



CRAIG YOCUM

Senior Vice President

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PARTIAL CLIENT LIST

- » Reich Brothers
- » Citizens Business Bank
- » Trammel Crow
- » Equipment Share
- » Koll Company
- » Northern Truss
- » Inland Empire Truss
- » Richardson RV
- » Ambient
- » Garcia Wood Works
- » Altera
- » MONY Partners
- » ATI Trucking
- » Sun Belt Express
- » Zoom Auto
- » Crystal Windows
- » Desert Costal Trucking
- » Penske
- » Elite Fuel
- » Erwin- Hymer
- » Fence Works
- » First Industrial
- » Golden Mile Trucking
- » Ifco pallet systems
- » Inland Empire Foods
- » Golden State Fire Protection
- » Harley Davidson
- » Hood Communications
- » Largo Concrete
- » Nor Cal Pipe
- » Pacific Utilities
- » Panattoni Development
- » JF Davidson
- » Pete's Road Service
- » Poma Fuling Facilities
- » Rancon Real Estate Fund III, IV & V
- » Riverside County Transportation Commission
- » West Coast Drywall
- » Select Pallet
- » Teichart
- » Tera Watt
- » Thrifty Oil
- » Trademark Plastics
- » Westport Properties
- » Xebec
- » Zeinth

SPECIALTY & EXPERTISE

Craig Yocum: 40-year commercial real estate veteran.

Current role: Partner and Senior Vice President at Lee & Associates Riverside, Corona, CA and Temecula Valley Offices.

Specialization: Sale and leasing of industrial properties, particularly buildings below 100,000 square feet and low coverage properties (IOS).

Career Achievements:

- Successfully closed over 1,000 transactions totaling over \$3 Billion
- Expert in complex sale transactions and permitting construction costs
- Developed a valuable network among local government offices and consultants
- Ranked #1 out of the last 4 years and in the top 5 of 60+ agents since joining Lee & Associates over 11 years ago

CAREER HISTORY

Grubb & Ellis (1986-1998):

- Started as an intern and was hired immediately after graduation
- Awarded Rookie of the Year out of 7 candidates
- Continued with the company for 12 years

Delmar Commercial Real Estate (1999-2011):

- Co-founded the boutique firm with several other brokers
- Top producing broker 7 out of 12 years

Lee & Associates (2011-Present):

- Joined as a partner and remains a top producer
- Leads a team of 6 brokers focused on similar product types

ASSOCIATION/EDUCATION

- Graduated from Cal State San Bernardino: BA in Business/Marketing
- Massimo Commercial Real Estate Business Coaching Program
- Tony Robbins Business Mastery Program
- Member, BIA (Building Industry Association)
- Member, SIOR (Society of Industrial and Office Realtors)

