



## Alec Pacella, CCIM

President

NAI Pleasant Valley

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## Scope of Responsibilities

Alec comes to NAI Daus as a seasoned investment professional, bringing 20 years experience as both a principal and a highly successful real estate salesperson. As Senior Vice President, he focuses on the marketing and sale of institutional-quality real estate assets.

## Background & Experience

Alec has received numerous professional accolades during his career. He is a three-time winner of NAIOP's Investment Deal of the Year, winning the award in 2004, 2005 and 2006. He completed the largest individual investment transactions in Cleveland five times since 2000. He was named to Crain's 'Forty Under 40' in 2005. And he was recently appointed as an associate instructor for the CCIM institute. Alec began his real estate career in 1989 at the former DeBartolo Corporation. He came to Cleveland in 1994, joining Grubb & Ellis as Client Services Manager and became Vice President of Investment sales in 2000. In 2007, he joined First Industrial as a Regional Director, spending 15 months helping to direct the company's acquisition, leasing, management and disposition efforts.

## Professional Affiliations & Designations

Certified Commercial Investment Member (CCIM) CCIM Instructor, CI101 and CI104 Urban Land Institute (ULI), served as Market Profiles editor International Council of Shopping Centers (ICSC), served on Research Steering Committee Beck Center Board of Directors and Chair of Real Estate Committee Youngstown State University, Distinguished Alumni award and guest lecturer Properties Magazine, editor of monthly Financial Strategies column Chairman of NAI Global Investment Council

## Educational Background

BA in Geography, Youngstown State University, 1988 MBA in Finance, University of Pittsburgh, 1992 CCIM designation, CCIM Institute, 1996

## Significant Transactions



Sale of 1.2 million square foot CBD Class A office tower, 200 Public Square  
- \$145 million Sale of 645,000 square foot CBD Class A office tower, Eaton  
Center - \$62 million Sale of 2 million square foot, 12-building industrial  
portfolio - \$55 million Sale of 660,000 square foot industrial building - \$31  
million Sale of 150,000 square foot suburban Class A office building,  
Metropolitan Center - \$19 million Sale of 80,000 square foot suburban  
Class A office building, Proquest Building - \$12.5 million Sale of 12-  
property net leased retail portfolio, Tire Kingdom/NTB - \$10.5 million Sale  
of 330,000 square foot industrial building, 3400 Gilchrist Road - \$9.5  
million Contact Alec Pacella: [apacella@naidaus.com](mailto:apacella@naidaus.com)