



## Matt Ehrlich

Executive Vice President  
NAI Capital HQ - Encino

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## Scope of Responsibilities

Matt Ehrlich operates out of NAI Capital's Headquarters in Encino, as an Executive Vice President. He is involved in the sales and leasing of commercial real estate, specifically single and multi-tenant industrial buildings. Mr. Ehrlich has represented the City of Los Angeles, Providence Health Care Systems, Miller Barondess, LLP., Jeffree Star Cosmetics, and many other major corporations, negotiating, navigating, and completing a variety of complex real estate transactions. Matt specializes in working with high-net-worth investors purchasing fully leased Triple Net investment properties throughout the country. Matt represents buyers, sellers, investors, landlords and tenants with their commercial real estate needs. Matt utilizes his network of institutional owners, in connecting the correct buyer with the appropriate opportunity, and matching detailed client preferences with emerging real estate opportunities throughout the United States. Mr. Ehrlich has engendered the loyalty of his client base because he provides exacting attention to detail, communication, follow-through, and creative problem solving, with keen insight into his clients' businesses and future needs.

## Background & Experience

Prior to joining NAI Capital, Matt Ehrlich was Commercial Director at RJ Feder & Associates in Calabasas, where he was involved in sales and leasing of industrial properties. Matt's diverse background and extensive experience gives him a holistic perspective to help address his clients' needs. He is adept at putting together creative deals that address financial and operational issues.

## Professional Affiliations & Designations

American Industrial Real Estate Association (AIR), Greater San Fernando Valley Chamber of Commerce, Southland Regional Association of Realtors®

## Educational Background

Matt Ehrlich graduated from California State University, Northridge with a Bachelor of Arts degree in Psychology.

## Significant Transactions

Mr. Ehrlich negotiated the sale of a 23,919 square foot industrial laboratory building located at 3610 Old Conejo Road in Newbury Park, Ca., on behalf of Dao Bui Holdings.

Negotiated the sale of a 26,577 square foot industrial food processing building located at 2400 Sturgis Road in Oxnard, Ca on behalf of Boldt Enterprises, LLC.

Negotiated the lease of an 81,573 square foot industrial building at 9505-9541 Mason Ave in Chatsworth, Ca., on behalf of Jeffree Star Cosmetics.

Negotiated the long term lease of over 33,000 feet of office space in Century City, Ca., at Fox Plaza on behalf of Miller Barondess, LLP.

Negotiated the long term lease of 25,977 feet of office space in Los Angeles, Ca., for the use of a medical clinic on behalf of Providence Saint Joseph Health.

10 year lease of 9,000 square feet to Excel Dental laboratories

20300 Ventura Blvd. - 10 year lease/2,500 square feet of Chiropractic space - Sanders Chiropractic APC

Sale of 26308 Spirit Court (44,944 square feet)

Purchase of Wells Fargo bank, fully leased NNN investment, Houston, Texas

Purchase of Verizon/Chipotle, fully leased NNN investment, Syracuse, New York

Purchase of 14932 Delano Street (8,000 square foot building)

### Accolades:

2015 NAI Capital Rookie of the Year

2016 NAI Capital Club Silver

2018 NAI Capital Club Gold

2019 NAI Capital Club Gold



2021 NAI Capital Club Silver

2022 NAI Capital Club Platinum

2023 NAI Capital Club Platinum

2023 December Written up in *Los Angeles Business Journal* as one of NAI Top producers "*Leaders of Influence*"