



Scott Martin

Executive Vice President

NAI Capital - Pasadena

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Scope of Responsibilities

32-year veteran in office sales and leasing. He has a vast experience as a leasing specialist on both the landlord and tenant side with over 980 transactions closed. He has an astute market knowledge that provided the ability to take a 360' look at every transaction. Founded Team Martin which brings Office Leasing and Investment Sales together in a cohesive manner to analyze and assess strategic positioning of real estate. With focus on the Tri-Cities and West San Gabriel Valley office markets and providing exceptional service to both Landlord and Tenant sides of Lease transactions has promoted a keen ability to effectively close transactions. Martin's syndication of real estate investments also has shaped his ability to seek cash flow opportunities for clients across the USA.

Background & Experience

Scott has successfully closed over \$1.8 Billion in commercial real estate transactions in his career. What helped contribute to his success was a basic understanding of what drives business of all types to the market. Scott continues to maintain a cutting comprehension of all aspects of office space utilization, market segmentation and strategic negotiating style that yields repeat clients and high quality of success. Scott provides product knowledge and marketing expertise. His success in his lease transactions come from his poised and artful negotiating tactics. He has succeeded in the closure of over 840 lease transactions. Mr. Martin prides himself in the vast local market knowledge and keen eye for value, which has created closure of many sales. Additionally, Mr. Martin serves in Pasadena Tournament of Roses Association and founded Good Christian Men of Pasadena.

Professional Affiliations & Designations

National Association of Realtors® Tournament of Roses Association

Educational Background

Loyola High School in Los Angeles, CA. University of Oregon in Eugene, OR. He is fluent in Excel and familiar with Argus.



Significant Transactions

300,000 square foot office portfolio sales, acquisition of single tenant assets, disposition and acquisitions of multi-tenant office investments, many user sales and office leasing from both Landlord and Tenant perspectives. Has skill in working on multi-feeing land sales development transactions for mix-use and office projects, where sales, entitlement and leasing are needed. A list of references available upon request.