



## Sheri McCanless

Senior Vice President

NAI Capital - Pasadena

+1 626 204 1508

16268931284

[smccanless@naicapital.com](mailto:smccanless@naicapital.com)

## Background & Experience

Sheri McCanless joined NAI Capital in 2011 specializing in retail and office leasing with a focus in Pasadena and the surrounding areas. She represents both Landlords and Tenants and maintains a high level of service to her clients regarding markets trends and analysis. During her tenure, Sheri has represented in excess of 500,000 square feet of retail and office space for sale and lease and currently represents approximately 100,000 square feet available for lease. Working with a variety of clients, Sheri has completed up to 78 transactions in a year. Sheri started her real estate career in commercial real estate in 2001 in Old Pasadena with a Boutique Commercial Real Estate firm representing tenants and grew her business from there. In 2009, she received her Broker's license, furthering her knowledge and know how in the real estate industry. In 2010 Sheri opened her own commercial real estate firm. Although she enjoyed working independently, after a year and half she felt she could better serve her clients working for a larger firm with more resources. She talked to several commercial real estate companies before deciding on NAI Capital. One of the many reasons she chose NAI Capital was because they have an office in Pasadena so she would be close to her clients. With more than 15 years experience in the marketplace, Sheri has gained a reputation as a knowledgeable and qualified producer for her clients.

## Professional Affiliations & Designations

International Convention of Shopping Centers (ICSC) Villa Esperanza, Golf Tournament Fundraiser Committee Women of Influence

## Significant Transactions

Landlord Representation – 50 S DeLacey, Pasadena. After a thorough analysis of the property, including the possible restructuring of the tenant mix and partial or complete building renovation, we determined the greatest benefit to the ownership would be to market the property for sale. We were able to maximize the property's market value in excess of \$400.00 per SF without any property renovations or tenant restructuring. The terms were all cash and closed escrow within 36 days. Landlord Representation – 918 East Green Street, Pasadena – The entire building was vacant and had already been renovated and had been on the market for lease for two years. We took over the marketing and had multiple offers and the entire building is now leased to three strong tenants. Landlord Representation – 4411 Rowland Avenue, El Monte – I was working with the Owners to lease another property when they decided to sell this property. As my experience in Industrial was limited, I brought in a colleague that specializes in Industrial buildings and we had it sold for a price over what they wanted to get out of it. Buyer Representation – 975 East Green Street, Pasadena. A client was looking for a small building in Pasadena to occupy. He had been looking around for about a year. We found him what he was looking for quickly and he moved his two companies into the building. Tenant Representation – Yoga Studio @ 248 North Lake Avenue. They were looking for a retail space and had looked all over town. I showed them a building they had looked at previously and showed them how it could work well for them. They leased the space.