



R. CRAIG COPPOLA

CRE, CCIM, SIOR, MBA
FOUNDING PRINCIPAL

**SPECIALIZING
IN OFFICE
BROKERAGE**

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PARTIAL CLIENT LIST

- Arizona Community Foundation
- Buchanan Street Properties
- CIGNA
- Cypress Properties
- Dickinson Wright
- DMB Associates
- Fennemore Craig P.C.
- Furst Properties
- Gammage & Burnham
- Griffin Partners
- HDR Engineering
- Holualoa
- Irgens
- Jackson Lewis P.C.
- Lincoln Property Company
- McCarthy Cook
- Motorola
- Oaktree Capital Management
- Opus
- Perkins Coie
- Plaza Companies
- Regent Properties
- Ryan Companies
- U.S. Bank
- USAA Real Estate Company
- Valley of the Sun United Way
- ViaWest

PROFILE

Mr. Coppola is the top producing Broker in Lee & Associates' 40+ year history (65+ offices, over 850 brokers). He is also one of the eight Founding Principals of Lee & Associates Arizona. He holds the three most coveted designations in the industry: CCIM, CRE, and SIOR (one of 33 in the world). Mr. Coppola has 3+ decades of experience and specializes in the representation of landlords and tenants in the leasing and sale of office properties. He has been a 24-time top producer at Lee & Associates, 6 time NAIOP Office Broker of the year, and an additional 26-time finalist for NAIOP Office Broker of the Year. He is widely known as an industry thought leader and is asked to give numerous speeches each year on market overviews, forecasting and strategic planning.

CAREER SUMMARY

Mr. Coppola has completed over 3,800 transactions totaling over 13 million square feet, valued in excess of \$4 billion.

EXPERIENCE

- 1991 to Present: Lee & Associates / Founding Principal
- 1984 to 1991: Grubb & Ellis / Senior Marketing Consultant
- 1983 to 1984: Professional Baseball Player (Minnesota Twins)

ACHIEVEMENTS

- 2020 NAIOP Award of Excellence Recipient
- 24 Time Top Producer – Lee & Associates Arizona
- 2020 Connect CRE Top Broker
- 2018 AZ Journal of Real Estate and Business Commercial Broker of the Year
- 2018 AZ Big Media People to Know in Commercial Real Estate
- 2017 AZ Journal of Real Estate and Business Commercial Principal of the Year
- 2017 Landmark Leaders Brokerage Leader of the Year
- 2016 Commercial Executive Magazine Broker of the Year
- 6 Time NAIOP Office Broker of the Year
- Recipient of the William J. Lee Award – The Highest Honor Awarded to Only 3 People
- Who's Who of the Decade – 2010 AZ Business Journal
- Commercial Executive Magazine, Broker of the month - 2015
- NAIOP National Chapter President of the Year
- NAIOP Transaction of the Year- 2010 and 2012
- 26 Time NAIOP Office Broker of the Year Finalist
- 34 years of service and dedication to the CCIM Institute
- 28 years of service and dedication to SIOR
- Holds top 3 Industry designations: CCIM, CRE, SIOR
- Only 33 people worldwide hold all three
- Best First Time Author, How to Win in Commercial Real Estate Investing – National Association of Real Estate Editors (NAREE)
- 2017-2022 (the past 6 years) Sun Devil 100 Inductee – for distinguished Arizona State University alumni who own or lead successful businesses

EDUCATION

- MBA - Arizona State University, Tempe AZ
- Bachelor of Science, Finance – Nicholls State University

COMMUNITY INVOLVEMENT

- NAIOP Executive Board
- Arizona Chamber of Commerce Board of Directors
- St. Vincent de Paul Advisory Council
- Former Banner Health Foundation Board Member (9 Years)
- Former Xavier College Preparatory Board of Trustees (7 Years)
- Past United Way Tocqueville Society Multi-Year Chairman

PUBLICATIONS

- How to Win in Commercial Real Estate Investing
- The Art of Commercial Real Estate Leasing
- The Fantastic Life
- Chasing Excellence
- What Now? A 5 Prong Approach to Handling Cancer Diagnosis & Treatment



LOCAL EXPERTISE. INTERNATIONAL REACH. WORLD CLASS.