



Randy Lockhart

Vice Chairman
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YEARS OF
EXPERIENCE
35

- AREAS OF
SPECIALTY
- Tenant/Buyer Representation
 - Industrial Buildings Sale & Leasing
 - Industrial Buildings Site Acquisition & Dispositions
 - Investment Sales
 - New Development Projects
 - Land Sales
 - Build to Suit Negotiations

NEWMARK

Randy has 35 years of real estate experience, specializing in the sale and leasing of industrial land and buildings in the Inland Empire. His background includes ground up development projects, investment sales, build-to-suit negotiations and industrial site acquisition and dispositions. Throughout his career, Randy has represented clients in over \$4.0 billion in total consideration, over 500 acres of land and over 14 million square feet of buildings.

Throughout his career, Randy has represented some of the largest developers in the U.S. including ProLogis, LBA Logistics, Centreponte, IDI Logistics, RealTerm and Clarion as well as regional developers such as San Polo Development Corp, The William Fox Group, Phelan Development, Dedeaux Properties, WF Construction, Argent LLC, CEG Development and Chase Partners.

Randy has been a top producer both regionally, nationally and achieving the #1 broker in the Ontario office for over 10 years and consistently in the top ten of industrial brokers nationally.

Randy's high level performance over the years has earned him Vice Chairman, the highest broker designation in Newmark.

Randy and his wife have lived and raised three children in the Inland Empire for the last 24 years.

Honors / Recognitions

- | | |
|---|-------------------|
| ◆ #1 Overall Salesperson – Ontario Office | 2013 - 2022 |
| ◆ Top 200 Salesperson in Newmark Nationwide | 2021 |
| ◆ Chairman's Circle 100 | 2015 & 2017 |
| ◆ #2 Industrial Salesperson – Nationwide | 2014 & 2015 |
| ◆ CoStar Power Broker | 2014, 2015 & 2020 |
| ◆ #1 Overall Salesperson – Southern California
#1 Overall Salesperson – Ontario Office | 2011 |
| ◆ Top 5 Overall Producer – Ontario Office | 2009, 2010 |
| ◆ Promoted to Executive Vice President
Top Five Overall Producer – Ontario Office | 2009 |
| ◆ #1 Overall Salesperson – Ontario Office | 2008 |
| ◆ #1 Overall Salesperson – Ontario Office
#2 Industrial Salesperson – Nationwide | 2007 |
| ◆ #1 Overall Salesperson – Ontario Office
#2 Industrial Salesperson – Nationwide
#11 Overall Salesperson – Nationwide | 2006 |
| ◆ #1 Overall Salesperson – Ontario Office | 2002, 2004 - 2005 |
| ◆ Top Ten Overall Producer | 1996-2001, 2003 |



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Education

California State University Fullerton
Bachelor of Science Degree, Finance, Graduated 1986

Licenses & Professional Affiliations

An active industry leader, Mr. Lockhart's extensive roster of memberships include:

- ♦ State of California, Department of Real Estate, Salesperson's License
- ♦ American Industrial Real Estate Association (AIR), Active Member
- ♦ National Association of Industrial & Office Professionals, (NAIOP), Active Member
- ♦ Multiple Regional Multiple Listing Service (MRMLS), Active Member

Partial Client List

Westcore	Prologis
Dedeaux Properties	IDI Gazeley Logistics
LBA	Excelsior Partners, LLC
Newco Distributors	Western Realco
Oakmont Industrial Group	The William Fox Group
Southern California Investors	Marcus Adams Properties
NAT/RealTerm	DCT Industrial Trust
Overton Moore Properties	Argent, LLC
Phelan Development Company	Compass Danbe Real Estate Partners
NSB Associates	Erin Madison, LTD
Rustoleum	Acacia Real Estate Group
Goodyear Tire & Rubber Company	American Travelers, Inc.
Euclid Chemical	JR Glass International
Premier Trucking	Composites One
Blackpine Holdings, Inc.	Water Development Corp.
3PL Worldwide	Xtra Lease
The Koll Company	WF Construction, Inc.
ARCO Products Company	Black Rock
Walker Machinery Moving Co.	Princeland Properties
Henkel's & McCoy	KTR Capital
Channel Commercial Corp.	Bausch and Laumb
Vo-Toys, Inc.	Initial Technology
Prodigy	Johnstone Supply
San Polo Development Corp.	Entertainment Publications, Inc.
Ewing Irrigation	Boss Sportswear USA
California Commercial Pools	Wilshire Oncology Medical Group, Inc.
	Cheerful International Corp.