



John Ochoa, SIOR

Lee & Associates-LA North/Ventura Inc.

Corporate ID# 01191898

A Member of the Lee & Associates Group of Companies

1000 Town Center Drive, Suite 125, Oxnard, CA 93036

Phone: (805) 626-1208 jochoa@lee-re.com Fax (805) 413-7000

License ID# 00986604

Specialty / Expertise

John Ochoa is a Senior Vice President and Principal at Lee & Associates-LA North/Ventura Inc., a full-service commercial real estate company and member of the Lee & Associates group of companies. A seasoned veteran with a well-established client base in Ventura County, Mr. Ochoa specializes in the sale and leasing of industrial, office and investment properties.

Together with colleague Grant Harris this team has averaged 60 to 80 transactions annually since 2001. Since 2004, they have successfully negotiated over **\$320,000,000** in sales and leases in the region. In 2010, Mr. Ochoa transacted some of the largest lease and sale transactions in the region, including a 111,700-square-foot lease in Moorpark on behalf of AG Machining and the sale of Creekside Executive Center, a 127,820-square foot office park in Camarillo. In 2008, Mr. Ochoa transacted a lease for 723,555-square-feet of industrial space on behalf of Deckers Outdoor Corp. that was ranked as the largest lease deal of 2008 by CoStar, and Mr. Ochoa was honored as a CoStar Power Broker. He has also been recognized along with Mr. Harris by the *Pacific Coast Business Times* in its "Who's Who in Commercial Real Estate" report for the past three consecutive years.

Career History / Professional Recognition

Consistently among the company's top performers, Mr. Ochoa was ranked among the Top 10 producers and recognized in the Lee & Associates President's Circle of Excellence for his outstanding performance in 2007 and again in 2008.

Before joining Lee as a Founding Principal of the Ventura office in 2006, Mr. Ochoa served as Senior Vice President for Colliers International from 1996 to 2006. Mr. Ochoa earned the Colliers Seeley Circle of Excellence Award for four consecutive years from 2002 through 2004, in recognition of outstanding sales performance. Prior to that, he served eight years with CB Commercial Real Estate Group, Inc. Before commencing a career in commercial real estate brokerage, John spent eight years with the Xerox Corporation managing major accounts and sales in the Tri-County Area (San Luis Obispo, Santa Barbara and Ventura) and the San Fernando Valley.

Major Clients (partial list):

- Bank of America
- General Services Administration - FBI & IRS
- Lockheed Martin
- Raytheon
- Santa Barbara Bank & Trust
- Rexford Industrial
- Snap-On Tool
- Deckers Outdoor Corporation
- Kilroy Realty
- Old Republic Title
- RREEF Real Estate
- Silagi Development & Mgmt.
- State of California EDD
- United Blood Services
- Sunbelt Enterprises



Detailed client list available upon request.

Associations / Education

- Member of Society of Industrial and Office Realtors (SIOR)
- Member of AIREA – American Industrial Real Estate Association
- Member of Camarillo Chamber of Commerce
- Member of Oxnard Chamber of Commerce
- University of Southern California, Los Angeles — Received B.S. in Business Administration, Marketing

