

Marcus R. Pitts, CCIM, SIOR

Senior Vice President at Jones Lang LaSalle

marcus.pitts@am.jll.com

Summary

Commercial Real Estate Broker specializing in Industrial, Office, Medical, Retail, Multi-Family and Land Development. Worked extensively in the portfolio management, tenant representation and disposition segments of Commercial Real Estate. Managed portfolios totaling over 6,000,000 sf of property with cumulative leasing & sales in excess of \$250,000,000. Involved in many community philanthropic organizations. Achievements • 2005 ICREA “Rising Star” Award Recipient • 2006 F.M. Hubbell Memorial Production Award Recipient • 2007 Forty Under 40 Class • 2010 Top Producer at NAI Ruhl & Ruhl Commercial • 2011 Top Producer at NAI Ruhl & Ruhl Commercial • 2012 CoStar Power Broker - Iowa Industrial Market • 2013 CoStar Power Broker - Industrial Leasing • 2013 CoStar Power Broker - Office Leasing • 2013 CoStar Power Broker - Sales Transactions • 2013 NAI Global Elite Honoree • 2013 Top Producer at NAI Optimum Professional Affiliations / Accreditations • American Cancer Society • Ankeny Chamber of Commerce, Board of Directors • Past Board Chairman - Candeo • Certified Commercial Investment Member (CCIM) • Entrepreneurs' Organization (EO) • Greater Des Moines Leadership Institute • International Council of Shopping Centers (ICSC) • Iowa Commercial Real Estate Association (ICREA) • Society of Industrial & Office Realtors (SIOR) • United Way Clients Represented • Adventureland Amusement Park • Anytime Fitness • Assurance Agency • Aveda • Bankers Life & Casualty Co. • Casey's General Stores • CenturyLink • Compressor Controls Corp. • Conoco-Phillips • CW Capital • DRA Properties • Engine Parts Warehouse • FBL Financial • Fiserv • Fresenius Medical Care • Godfather's Pizza • Hudson Advisors • Iron Mountain • Monsanto • NLV Financial • Panera Bread • Perficut Lawn Care • Physiotherapy Associates, Inc. • Pilkington North America • Roper Industries • Schwan's Food Service • Securitas • Sogeti • Stryker Corp. • United Rentals, Inc. • Whirlpool

Specialties

Tenant Representation Landlord Representation Commercial Asset Disposition Land Development Build to Suit Joint Venture Real Estate Analysis

Experience

Senior Vice President at Jones Lang LaSalle

February 2014 - Present (1 year 2 months)

Director - Senior Vice President at NAI Optimum

November 2008 - February 2014 (5 years 4 months)

Extensive work in Landlord & Tenant Representation, Development and Disposition segments of the real estate market. Assisted in merger of Executive Real Estate Services' 2,000,000+ sf portfolio into NAI Ruhl & Ruhl Commercial. Single Point of Contact for DRA Properties (Owned by Dennis Albaugh, founder of Albaugh Inc. www.albaughinc.com).

1 recommendation available upon request

Director of Commercial Investments at Regency Companies

August 2007 - October 2008 (1 year 3 months)

Managed \$200M commercial real estate portfolio. Worked as liaison between construction, finance, brokerage and ownership in developing new projects. Marketed and managed the disposition of \$50M + of commercial portfolio to local and national investors. Created project tracking and analysis tools for developments. Created marketing platform for investment properties to both local and national investors. Established standardized asset analysis tools to break down net proceeds to partners on asset dispositions.

2 recommendations available upon request

Senior Associate at CB Richard Ellis - Hubbell Commercial

April 2003 - August 2007 (4 years 5 months)

Managed 3,000,000 sf commercial portfolio. Actively called and prospected new Tenants and Buyers. Was awarded the 2005 "Transaction Leader Award" by Greater Des Moines Partnership, 2006 Iowa Commercial Real Estate Association "Rising Star" and 2007 "40 Under 40" top business leaders by the Des Moines Business Record. Coordinated and closed numerous transactions from initial contact to finalized lease and/or purchase agreement. Implemented email marketing program to target over 12,000 business leaders on local and national basis. Developed deal and prospect tracking system to report activity to clients.

Skills & Expertise

Negotiation

Real Estate

Real Estate Transactions

Closing Skills

Building Sales

Increasing Revenue

ROI development

Growing Sales

Growth Planning

Acquisition Planning

Proposal Analysis

Achieving Results

Strategic Negotiations

Building Management

Building Management Systems

Client Solutions

Private Equity/Venture Capital

Trend Spotting
Alternative Assets
Public Companies
Private Debt
Tenant Representation
Sales
Appraisals
Landlord
Land Development
Investment Properties
Proposal Writing

Education

University of Northern Iowa

BS, Marketing and Finance, 1998 - 2003

Ankeny High School

1995 - 1998

Honors and Awards

• 2005 ICREA “Rising Star” Award Recipient • 2006 F.M. Hubbell Memorial Production Award Recipient •
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3 people have recommended Marcus R.

"Marcus has assisted one of my clients with the listing of developed commercial ground that they have for sale. He is professional and dedicated to my clients needs and understands the market conditions they are faced with. He is prepared at every meeting and has a detailed list of potential buyers. I would recommend using Marcus for all your commercial real estate needs."

— **David J. Abram II**, *Vice President - Commercial Banking, Liberty Bank*, was a consultant or contractor to Marcus R. at NAI Ruhl & Ruhl Commercial

"Great communication and a hard worker. Marcus is willing to go the extra mile to satisfy the client."

— **Jack Pennington**, *Attorney, Dreher, Simpson & Jensen, P.C.*, was with another company when working with Marcus R. at CB Richard Ellis/Hubbell Commercial

"Marcus is a true leader in this community. I'd highly recommend him for anything."

— **Jeff Clayton**, *Account Executive-Attorney, Holmes Murphy & Associates*, was with another company when working with Marcus R. at CB Richard Ellis/Hubbell Commercial

[Contact Marcus R. on LinkedIn](#)