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**HEFNER
VERNICK
TEAM**

CAREER SUMMARY

Michael A. Hefner is presently in his thirty-sixth (36th) year in the real estate industry. Over the course of his career, Mike has developed an extensive list of clients including property owners, financial institutions, developers, investors and users. Mike provides his clients a comprehensive understanding of all aspects of real estate transactions including investment sale, build-to-suit, development sale and lease transactions. He is committed to providing his clients the highest level of professional service, and as a result has developed a long list of repeat and referral clientele. During his successful career, Mike has negotiated and completed in excess of 1,480 lease and sale transactions, totaling over 37.0 million square feet with a collective value of more than \$2.4 billion.

EDUCATION

California State University Fullerton

Bachelor of Arts, Finance – 1983, Deans List

California State University Fullerton

Master of Business Administration – 1987, Deans List

MEMBERSHIPS & AFFILIATIONS

- Society of Industrial and Office Realtors (President – 2004)
- Association of Industrial Realtors
- National Association of Industrial & Office Properties (NAIOP)
- Cal State University, Fullerton Alumni Association, Executive Board Member
- Real Estate Land Use Institute Advisory Board – CSUF
- Orangewood PALS, Board Member

AWARDS & ACCOMPLISHMENTS

- Top Producer Award, Voit – Investment/Industrial Real Estate, 2015
- Top Producer Award, Voit – Company Wide, 2008, 2014
- Top Producer Award, Voit – Anaheim Office, 2007, 2008, 2014
- Top Ten Producer Award, Voit – Company Wide, 1989, 1990, 1992-2012, 2014-2018
- Top Ten Producer Award, Voit – Anaheim Office, 1989-2012, 2014-2018
- Real Estate Southern California's Hot Broker List, 2001-2003, 2005-2010, 2013-2014
- SIOR – Most Creative Transaction Award, 2008
- SIOR – Largest Cooperative Transaction, 2002-2003, 2005, 2008
- SIOR – Largest Industrial Sale Transaction, 2007
- SIOR – Largest Investment Transaction, 2001, 2005, 2007
- CoStar Power Broker Award – Industrial Leasing, 2007, 2009, 2010, 2011, 2013, 2014, 2017, 2018
- CoStar Power Broker Award – Industrial Sales, 2007-2011, 2014, 2015, 2017, 2018
- Deal Maker of the Year, Kennedy Wilson Properties – 1998