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CAREER SUMMARY

Area of Expertise

With over 45 years in the commercial real estate industry Mr. McNary is a North County expert with an emphasis in Carlsbad. His expertise is in leasing, land sales, and investment sales of industrial and R+D product.

Experience

- 2005-2016: *Senior Vice President*, Colliers International
- 1999-2004: *Senior Vice President*, Coldwell Banker Commercial Real Estate Services
- 1985-1999: *Senior Broker and Industrial, R&D, and Investment Specialist in the North County marketplace*, Liff Thorn which later became Collier International
- 1973-1985: Coldwell Banker Commercial Real Estate Services

EDUCATION & AFFILIATIONS

Mr. McNary served in the U.S. Navy for five years as an F4 fighter pilot with two combat tours in Vietnam, flying from U.S.S. Coral Sea with VF-111. He is a graduate of the Navel Fighter Weapons School (Top Gun), and a graduate of the University of Southern California with a degree in Business Administration..

AWARDS & ACCOMPLISHMENTS

- Consistent top 5 producer
- Three time Top 10 producer nationwide
- Five time Number 1 producer Carlsbad
- Served on the Board of Directors of Liff Thorn & Company, now Colliers International

PARTIAL OWNER/USER/INVESTOR CLIENT LIST

- Aetna
- AMB/Prologis
- Bank of the West
- Chrysler Corporation
- Pepsi Cola
- Frito - Lay
- Hughes Aircraft
- Shea Properties
- MetLife
- RREEF
- The Coleman Company
- The Koll Company
- Wells Fargo Bank
- Kilroy Realty Corporation
- Excelsior Partners
- Rexford Industrial

NOTABLE TRANSACTIONS

- Leased/sold space in North County (<13,500,000 SF)
- Sold 913.17 Acres of Industrial Land
- Rancho Del Oro Technology Park (690 Acres)
- Carlsbad Research Center (560 Acres)
- Carlsbad Airport Centre (200 Acres)
- Carlsbad Oaks Project (180 Acres)
- Sale of 251,000 SF - Hughes to Lincoln Properties
- Leased 180,000 SF - ViaSat to Lincoln Properties
- Leased 123,454 SF - Smith & Nephew to Premier Properties