

ALEC PACELLA, CCIM

Sr. Vice President



1990 - Present

COMPANY EXPERIENCE

Alec comes to NAI Daus as a seasoned investment professional, bringing nearly 20 years experience as both a principal and a highly successful real estate salesperson. As Senior Vice President, he focuses on the marketing and sale of institutional quality real estate assets.

PROFESSIONAL ACCOMPLISHMENTS

Alec has received numerous professional accolades during his career. He is a three-time winner of NAIOP's Investment Deal of the Year, winning the award in 2004, 2005 and 2006. He completed the largest individual investment transactions in Cleveland five times since 2000. He was named to Crain's Forty Under 40' in 2005. And he was recently appointed as an associate instructor for the CCIM institute.

PRIOR EXPERIENCE

Alec began his real estate career in 1989 at the former DeBartolo Corporation. He came to Cleveland in 1994, joining Grubb & Ellis as Client Services Manager and became Vice President of Investment sales in 2000. In 2007, he joined First Industrial as a Regional Director, spending 15 months helping to direct the company's acquisition, leasing, management and disposition efforts.

SERVICES INCLUDE:

- Investment Sales and Analysis
- Acquisition and Disposition Consultation
- Portfolio and Asset Management
- Development Consultation
- Valuation Studies
- Corporate Real Estate Services

EDUCATION

BA in Geography, Youngstown State University, 1988
MBA in Finance, University of Pittsburgh, 1992
CCIM designation, CCIM Institute, 1996

AFFILIATIONS

Certified Commercial Investment Member (CCIM) and Associate Instructor
Urban Land Institute (ULI), served as Market Profiles editor
International Council of Shopping Centers (ICSC), served on Research Steering Committee
Beck Center Board of Directors, Chair of Real Estate Committee
Youngstown State University, Distinguished Alumni award and guest lecturer
Properties Magazine, editor of monthly Financial Strategies column

CLIENT LIST

- First Industrial Realty Trust
- Lexington Corporate Properties
- Regency Savings Bank
- KBS Advisors
- Geis Companies
- Weston
- Duke Realty



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