



Alec Pacella, CCIM

Director of Investment Services
Senior Vice President

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.

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, before joining NAI Daus in May of 2008.

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.

Alec's professional affiliations include, Certified Commercial Investment Member (CCIM) *Associate Instructor*, Urban Land Institute (ULI) *Market Profiles Editor*, International Council of Shopping Centers (ICSC) *Research Steering Committee*, Beck Center Board of Directors *Chair of Real Estate Committee*, Youngstown State University *Distinguished Alumni Award and Guest Lecturer*, and Properties Magazine *Editor of Monthly Financial Strategies Column*. He graduated with a bachelor's degree in geography from Youngstown State University and has a MBA in finance from the University of Pittsburgh.

Significant Transactions:

- Sale of 1.2 million square foot CBD Class A office tower, 200 Public Square - \$145 million
- Sale of 645,000 square foot CBD Class A office tower, Eaton Center - \$62 million
- Sale of 2 million square foot, 12-building industrial portfolio - \$55 million
- Sale of 660,000 square foot industrial building - \$31 million
- Sale of 150,000 square foot suburban Class A office building, Metropolitan Center - \$19 million
- Sale of 80,000 square foot suburban Class A office building, Proquest Building - \$12.5 million
- Sale of 12-property net leased retail portfolio, Tire Kingdom/NTB - \$10.5 million
- Sale of 330,000 square foot industrial building, 3400 Gilchrist Road - \$9.5 million

Partial Client List:

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



Commercial Real Estate Services, Worldwide.

Business Property Specialists Inc. Broker | 23240 Chagrin Blvd. Ste. 250 Cleveland, OH 44122 | 216 455 0925 | apacella@naidaus.com