

Professional Profile

Peter M. Pistone



Career Summary

Peter M. Pistone has been actively involved in the commercial and industrial real estate industry since 1987. Throughout his career, Mr. Pistone has performed a full-range of duties including commercial brokerage activities, Corporate America client relationship management, and sales team manager. Specifically, Mr. Pistone is known for assisting corporations and investors in solving their industrial real estate needs. Mr. Pistone is highly regarded by the brokerage community, corporate clients and private investors for his marketing, advisory and negotiation skills. His commitment to quality, professionalism and integrity are demonstrated by the exceptional reputation he has developed through his peer group.

Experience

interPres Corporation *President & CEO*

2005 - Current

Following successful careers with Nationally recognized firms, Mr. Pistone founded interPres Corporation. The Firm, based in City of Industry, California, offers advisory service to medium to large corporations as well as private investors. Service lines include: Investment/Acquisitions, Commercial Property Transactions Services, Capital and Debt Placement, Property Management, and Corporate Supply Chain Advisory. Mr. Pistone is particularly active in long-range planning, client relations & advisory, and the investment division of the firm. He maintains direct involvement in all of the firm's projects and personally oversees all aspects of active transactions.

First Industrial Realty Trust *Senior Vice President*

2003 - 2005

Mr. Pistone was First Industrial's Senior Vice President of its Integrated Industrial Solutions™ (IIS™) Initiative for the Gulf/Mountain/West region. He was responsible for developing relationships with Corporate America clients assisting in solving their industrial real estate needs. His position acted as "Sourcer" for new business generation and as "Player Coach" for all Transaction Officers located in the eight Office Gulf/Mountain/West regions. Sourcing activities included build-to-suit development, redevelopment, industrial facility leasing, sale/leasebacks and surplus property acquisitions. During his tenure at First Industrial, he developed a broad knowledge of underwriting, due diligence, financing and closing.

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Grubb & Ellis Company ***Vice President***

1995 - 2003

At Grubb & Ellis, Mr. Pistone headed the Industrial Services Group for the Downtown Los Angeles office. His Primary focus was advising corporate industrial users and investors with the evaluation, acquisition, disposition, management, build-to-suit and leasing of industrial assets. Mr. Pistone was a consistent top producer at Grubb & Ellis and was routinely quoted in trade and local media.

Recognition:

- Top Industrial Producer - Los Angeles Office 1999
(#6 Los Angeles County)
- Circle of Excellence Qualifier 1999
- Top Ten Producer - Los Angeles Office 1998
- Top Industrial Producer - Los Angeles Office 1997
- Top Ten Producer - Los Angeles Office 1996

Industrial Commercial Properties ***Senior Associate***

1987 - 1995

Mr. Pistone began his career in industrial real estate at Industrial Commercial Properties located in Santa Fe Springs, California. He specialized in industrial property acquisitions, dispositions, leasing and build-to-suits for local and regional corporations and investors. He was a consistent top producer in the Mid-Cities region of Los Angeles.

Recognition:

- Top Overall Producer 1993
- # 2 Overall Producer 1992

Professional Affiliations

- American Industrial Real Estate Association (AIR) Member
- Certified Commercial Investment Member (CCIM) Candidate
- California Department of Real Estate Brokers License
- Society of Industrial and Office Realtors (SIOR) Member

Personal

Peter along with his wife, Ceci, and son, Jake reside in Arcadia, California. He and his family enjoy traveling, skiing, surfing, biking and all are active in the community and church.

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Partial Client List

- Invesco
- Boone-Fetter Associates
- Leggett & Platt
- Aaron Electrical Sales
- US Traffic Corp./Myers Power
- Exhibit Enterprises, Incorporated
- Interstate Batteries Corporation
- County of Los Angeles - Superintendent of Schools
- SMACNA
- Bushnell Corporation
- Trammell Crow Company
- R&S Santa Fe Investment
- Legacy Partners
- McGranahan, Carlson & Company
- Hickory Springs Mfg. Corporation
- PCS Company
- Carbonic Products (Division of Air Gas)
- Hill-Rom (A Hillenbrand Company)
- U.S. Filter Corporation
- SLI Lighting Solutions
- Pacer International
- Kaman Industrial Technologies
- Safeguard Self Storage
- Voit Development
- Well Luck Corporation
- SPEXpress
- CGR Technologies, Inc.
- Four Truckers, Inc.
- Frozen Food Express (FFE)
- Richmond Aircraft Products
- Hanson Distribution
- Lee Kum Kee Foods
- Illinois Tool Works (ITW – Wynns)
- Baker Hughes
- Toyota Lift of Los Angeles
- CodeMetro