

MICHAEL DANIELS

Senior Vice President

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Michael Daniels serves as senior vice president with Kidder Mathew's El Segundo office.

He represents investors, developers, landlords, and tenants. He is involved in the leasing and sales of industrial property throughout Los Angeles and Orange County. Michael focuses in the Mid-Cities specializing in the industrial market.

Michael has over 25 years of experience negotiating lease transactions for his clients. He has a firm understanding of what a landlord needs when it comes to leasing space and a keen sense of what tenants require when looking for the right building for their business. Michael works with a diverse range of clients, including clothing wholesalers, government entities, logistics companies, cold storage operators, and manufactures.

Prior to joining Kidder Mathews, Michael served as vice president at NAI Capital. Michael was also managing director of West Coast leasing with International Airport Centers L.L.C. (IAC). From 1997 to 2016, while growing his capabilities and negotiation skills he went from overseeing leases on a warehouse/distribution facility near Los Angeles International Airport, to the management of leasing operations for an 8 million square foot - 250 plus tenant portfolio of warehouse/distribution and manufacturing properties extending from Seattle to San Diego.

With experience on both sides of a transaction, Michael knows what buyers and sellers are looking for when acquiring or disposing of industrial real estate. While at IAC, he sourced new investment opportunities which resulted in the acquisition of vacant land for development as well as several million square feet of existing warehouse/distribution real estate. He has represented clients in the purchase of functionally obsolete buildings, in land constrained markets, and redeveloped them into new functional space. The scope of his experience extends from sourcing real estate opportunities, to packaging the offering memorandum and performing the due diligence to successfully close transactions.

EDUCATION

BA in Economics, University of California, Los Angeles

KEY TRANSACTIONS

TSA

Cabella's

Del Monte Fresh

DH Global

Empire Today

FBI

Hankyu Transport

DEA

Los Angeles Times

Mitsui-Soko, USA

Panera, LLC

Pilot Airfreight

Roof Truss Supply

DirecTV

USPS

Red Bull

UPS