

Encon Commercial, Inc.

Commercial Real Estate Services

BIOGRAPHY

Mark Lombardo, Director



Mark Lombardo - Director
Industrial and Office Specialist

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EDUCATION

- Master of Urban Planning, Cornell University
- Bachelor of Arts, History, UCLA

EXPERIENCE

- 15 Years Experience in Commercial Real Estate in Greater Los Angeles
- Exclusively Tenant Representation
- Specialize in Los Angeles, Orange and San Bernardino Counties

CAREER

- Director, Encon Commercial, Inc.
- Client Solutions, Cushman & Wakefield of Los Angeles

I specialize in helping warehouse tenants make the best real estate decisions for their future. I don't work for big landlords, but instead focus all my time on representing tenants of warehouse space in Greater Los Angeles. City of Industry, Santa Fe Springs, Chino, Ontario and North Orange County are all areas that I regularly work.

My approach is business oriented and tenant focused. Instead of helping landlords make the most money possible, my goal when representing tenants in a transaction is to lower their fixed costs, help retain employees and make an informed real estate decision. Some of the ways I have helped tenants includes renegotiating favorable lease terms at renewal, sub-leasing, leasing, building purchases, lease versus buy analysis, effective rent analysis and broker opinions of value.

The bottom line: when I represent tenants, I put my time and fifteen years of experience into working for their interests and not the interests of a landlord.

Before working for Encon Commercial, I worked for Cushman and Wakefield in Downtown Los Angeles (largest private real estate brokerage in the world) for ten years. I started in the research department, worked my way onto a top industrial brokerage team in Commerce/Vernon, and then worked on the landlord side handling leasing and renewals for large industrial parks and office buildings throughout Greater Los Angeles. This experience gave me a great understanding into how landlords think and how to approach them effectively for the benefit of my clients.

I've lived in Los Angeles almost my entire life and I currently live in Pasadena, California with my wife.



Encon Office Locations:

12145 Mora Drive | Suite 7
Santa Fe Springs | CA 90670

3281 E. Guasti Road | Suite 700
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