

“Building and maintaining a relationship that went beyond the lease signing, in addition to skilled negotiation and hard work, has engendered our loyalty to Grubb & Ellis|BRE Commercial.”



Bill Lyons, Founder and CEO



Establishing lasting relationships with clients and providing service well beyond the close of a deal is a shared philosophy between LEI Financial and Grubb & Ellis|BRE Commercial (G&E|BRE).

As one of the nation's most successful loan-origination firms, the San Diego-based LEI offers a variety of financial and real estate services, tailored to meet the individual financial needs of its clients. Formed in 2003, it has since grown from a regional mortgage originator to a national lender with loans of more than \$600 million and more than 150 employees. In addition, LEI is also one of the largest internet lead purchasers in the country.

Founder and CEO Bill Lyons attributes LEI's success to its diverse service offerings and full geographic reach. Emphasis is on building relationships with clients, taking a team approach as advisors and coaches with clients.

The company's tremendous success in such a short amount of time led LEI to team with broker Andrew Ewald of G&E|BRE. Ewald's ability to structure flexibility in the leases, which allowed for expansion in one central location, was integral for LEI's growth. They now reside in almost 17,000 square feet of office space in Kearny Mesa with one office in Coronado. Ewald's knowledge of the landlord market, straightforward approach and continued relationship post-lease signing has made LEI a loyal client.

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