



Brian Childs

Executive Managing Director
NAI Capital - Orange County

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Scope of Responsibilities

Brian C. Childs currently serves as Executive Managing Director with NAI Capital in Irvine. As manager, he oversees more than 35 brokers at the Irvine branch and is focused on recruiting talented professionals to join the team.

Brian remains committed to his clients and as a broker is active in providing Corporate Real Estate Strategies for tenants and owner users in leasing and sales of office properties in Orange County and surrounding Los Angeles region.

Background & Experience

Brian C. Childs is a 35-year veteran with a successful track record of representing the best interests of his corporate clients. Brian provides a consultative and holistic approach in assisting companies address their cultural, financial and operational issues with a specific focus on reducing their real estate spending. He advises his clients in a comprehensive manner and has a reputation as a skilled negotiator. Focused on exceeding client expectations, Brian and his team have a proven record for creative problem solving, execution processes, timely responsiveness, and attention to detail.

Brian has consulted more than 500 businesses with their leases, purchases, relocations, expansions and lease renewals within the Greater Orange County area and has been involved in thousands of lease and sale assignments. Brian has an outstanding reputation in the brokerage community as a highly service oriented professional with top notch business ethics.

Brian is the Executive Managing Director of NAI Capital's Irvine office. His 35-broker office had transactional revenue of over \$900 million in 2019 and is considered one of the top commercial real estate brokerages in Orange County. Brian is responsible for creating the office culture and has grown the office revenue by over 500% in the last ten years.

Professional Affiliations & Designations

- NAI Capital Club, NAI Global Elite, NAI Global Silver Elite
- California Real Estate Journal – “Deal of the Year”
- So Cal NAIOP
- NAI Global Office Counsel

Educational Background

University of Southern California B.S., Public Affairs, Sigma Nu Fraternity

Significant Transactions

Leases

- Webasto: 144,000 SF
- First Citizens Bank: 178,000 SF
- So Cal Gas: 90,000 SF
- ICON Health & Fitness: 412,000 SF
- Clinipace: 30,000 SF
- Digital River: 24,000 SF
- DHL: 58,000 SF
- US HealthWorks: 33,000 SF
- Interactive Intelligence: 20,000 SF
- NFP: 23,000 SF
- Altair Engineering: 18,000 SF
- Pepsi: 94,000 SF
- HCL: 28,000 SF
- Hertz: 33,000 SF
- Nth Degree: 17,000 SF

Sales

- 28641 Marguerite, Mission Viejo
- 2626 Harbor Blvd., Costa Mesa
- 308 Marine, Balboa Island
- 3130 Harbor Blvd., Costa Mesa
- 16511 Scientific Way, Irvine
- 15052 Jackson, Midway City
- 9851 Irvine Center Dr, Irvine