



### Steven Weiss

Executive Vice President  
NAI Capital HQ - Encino  
dre #: 00680554  
o: (818) 905-2400  
f: (818) 905-2425

[sweiss@naicapital.com](mailto:sweiss@naicapital.com)

### Scope of Responsibilities

Steven H. Weiss serves as Executive Vice President at NAI Capital's Encino Headquarters. A native of Los Angeles, Steve graduated from UCLA with a Bachelor of Science degree in Business Economics. A commercial real estate broker for over 38 years, Steve has been associated with NAI Capital Inc. (formally Zugsmith-Thind, Inc.) for the past 34 years specializing in retail tenant representation, retail leasing and land and investment sales.

Steve has been responsible for some of the premier retail developments in Southern California both on the tenant and landlord side, consummating transactions with such prominent retailers as In-N-Out Burger, ExxonMobil, Sav-On /CVS Pharmacy, JPMorgan Chase, Bed Bath & Beyond, Smart & Final, Office Depot, Ralph's Grocery Co., Blockbuster Video and Toyota Corporation.

### Background & Experience

Steve has built long lasting and trusting relationships with each of his clients and customers over the past years, completing over 60 transactions with In-N-Out Burger and 18 with ExxonMobil. Responsibilities with each of these major corporate clients has ranged from establishing a proactive growth plan, identification and negotiation of the transaction to assistance throughout the entitlement process.

Steve continues to build his career by understanding his client's needs and providing them with the most up to date market information and technology supported by comprehensive strategic mapping and regional demographic information. His success can be attributed to unparalleled focus and attention to putting his clients' needs first.

### Professional Affiliations & Designations

Steve is a member and active in the International Council of

Shopping Centers (ICSC) and New America International (NAI).

### Educational Background

Steve graduated from UCLA with a Bachelor of Science degree in Business Economics

### Strategic Clients

Current Exclusive Tenant Representation: JPMorgan  
Chase, Smart & Final Stores & 7-Eleven.

Past Exclusive Tenant Representation: In-N-Out Burger, ExxonMobil, Krispy Kreme, Del Taco, Albertsons, Sav-On, CVS Pharmacy and EZ Lube.