



SCOTT A. UNDERHILL, SCLS

*Principal
Retail Services Group*

CAREER SUMMARY

Mr. Underhill began his career in 1980 with Charles Tingey Associates, earning Salesman of the Year in 1986. The following year he founded ASU & Associates along with two partners and serves as the designated broker for the firm. The alliance has proved to be one of the most successful commercial brokerage firms in the southern San Joaquin Valley. As the company's senior Retail Specialist, he oversees all projects handled by the sales staff and is instrumental in communicating with developers and property owners, assisting them achieve their respective growth models.

Over the course of his 27 year real estate career, Mr. Underhill has specialized in the predevelopment and leasing of over 50 strip, neighborhood and community size shopping centers. In addition to specializing in ground up retail development and leasing, a second major part of his practice centers on national tenant representation. He has exclusively represented such notable names as Albertson's, Vons, Home Depot, Kmart Corporation, Wal-Mart, Costco, Chevron, WAMU and others.

Mr. Underhill is a multi-year recipient of the prestigious "Circle of Excellence" award as given to the top agents in the Grubb & Ellis Company.

EXPERIENCE

- **1997 - Present** **Grubb & Ellis | ASU & Associates**
Principal, Retail Group
- **1987 - 1997** **ASU & Associates**
Co-Founder, Broker
- **1980 - 1987** **Charles Tingey Associates**
Leasing Specialist

EDUCATION

- Fresno State University
- Bachelor of Science ~ Agricultural Economics | Real Estate Minor

Professional Profile



PROFESSIONAL AFFILIATIONS

- International Council of Shopping Centers
 - SCLS Professional Designation | Active Member
- Bakersfield Board of Realtors
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COMMUNITY ACTIVITIES

- Kern County Student Leadership
 - Board Member and Team Leader – West Bakersfield High School
- Kern County Elementary Reading Program
 - Franklin Elementary School
- Amor Ministries – San Diego, CA
 - Field Supervisor – Tijuana, BC Mexico
- Bakersfield City School District
 - Real Estate Consultant and Advisor
- Bakersfield Rescue Mission
 - Volunteer

REPRESENTATIVE LIST OF CLIENTS

- McDonald's Corporation
- Albertsons Corporation
- Chase Bank
- Costco Wholesale Corporation
- Wal-Mart Surplus Properties
- Home Depot Surplus Properties
- Kmart Corporation
- Panda Express
- Starbucks
- Burger King Corporation
- Vons Grocery Company
- WinCo Foods
- Rite Aid Corporation
- CVS Corporation
- Koenig Companies, Inc.
- Wood Investments
- Rich Development Company
- Pacific Summit Development
- Interstate Properties
- Bolthouse Properties
- Three Way Chevrolet
- Bill Wright Toyota

