

## Industrial Broker/ Team of the Year

BO MILLS, senior director  
MARK DETMER, senior director  
*Cushman & Wakefield of Arizona*

Bo Mills and Mark Detmer may be the new kids on the block at Cushman & Wakefield, but that didn't seem to slow them down.

Their previous employer, Trammell Crow, was acquired by CB Richard Ellis in 2006. Nevertheless, the pair scored the largest industrial lease in Phoenix history (based on square footage), as well as the largest investment sale of the year.

They also were the top-producing industrial team in Cushman & Wakefield's Phoenix office and placed among the company's top industrial teams nationally for 2007.

The Mills-Detmer team is responsible for the sale and lease of 17.8 million square feet of industrial real estate in 2007 and the disposition of 342 acres of raw land. In 66 transactions, the team's work totaled \$163 million.

The team was at the helm when Amazon.com signed a record contract to lease 604,678 square feet for 10 years. The transaction was completed in less than 30 days, with tenant occupancy occurring within three months of the signing.

In addition to being the largest investment sale of the year, the team's \$33.5 million sale of Mountain West Commerce Center had the added cachet of being the lowest capitalization-rate deal ever completed on a stabilized industrial building in Phoenix, indicating its



**Mills**



**Detmer**

appeal as a safe investment. The transaction, which had a cap rate of 5.4 percent, was completed during the credit crunch, when most investors were skittish.

Both men carry the Certified Commercial Investment Member professional designation, and Mills is one of only 12 brokers in Arizona with credentials from both CCIM and the Society of Industrial and Office Realtors.

Mills and Detmer also are active supporters of Valley Big Brothers, Barrow Neurological Institute, Phoenix Children's Hospital and Phoenix Suns Charities, among other organizations.

### ALSO NOMINATED:

BOB CRUM, senior vice president  
MARK KRISON, senior vice president  
SCOTT GERMAN, sales associate  
CAROLE UHRIG, sales assistant  
*CB Richard Ellis*

MICHAEL HAENEL, senior vice president  
ANDY MARKHAM, senior vice president  
*Grubb & Ellis/BRE Commercial LLC*

PATRICK HARLAN, senior director  
STEVE SAYRE, senior director  
*Cushman & Wakefield of Arizona*

ROBERT LUNDSTEDT, senior vice president  
DARREN TAPPEN, vice president  
ERIC BELL, associate vice president  
MIKE CIOSEK, associate vice president  
*Colliers International*

DON MACWILLIAM, senior vice president  
PAYSON MACWILLIAM, senior vice president  
*Colliers International*

STEIN J. KOSS, principal  
*Lee & Associates*