

Best of NAIOP

INDUSTRIAL BROKER TEAM OF THE YEAR: Bo Mills and Mark Detmer

FIRM: Cushman & Wakefield Inc.

In 2007, Cushman & Wakefield's Bo Mills and Mark Detmer received recognition as Industrial Brokers of the Year after inking the largest industrial square-footage lease in Arizona history, with Amazon.com.

This year, they are being recognized again. Mills and Detmer, who have been working as a team for 12 years, were responsible for completing 2008's largest industrial square-footage lease in another transaction involving Amazon.com.

Both are ranked among the Phoenix office's 50 top-producing brokers. Nationally, the duo is one of Cushman & Wakefield's leading industrial teams, aided by a marketing assistant and supporting associate.

In 2008, they were responsible for leasing 1.7 million square feet of industrial space in 40 transactions with a total value of more than \$63 million. They also sold 2.1 million square feet of industrial buildings and land with a combined value of \$120.5 million in seven transactions.



Mills



Detmer

Among the team's many achievements in 2008 was negotiating a 10-year, 513,407-square-foot lease in Goodyear on behalf of Amazon.com, a deal that will help create more than 500 new jobs. The transaction was completed in less than 30 days. Combined with 2007's transaction, the team has completed lease agreements totaling more than 1.1 million square feet for Amazon.com.

Mills and Detmer also were involved from start to finish with the sale of the 669,387-square-foot Durango Commerce Center. The team sold the land to the developer, worked on the site plan, sold the building prior to its completion and now serves as its leasing agents.

Mills and Detmer both carry the Certified Commercial Investment Member professional designation. In addition, Mills has the Specialist in Industrial and Office Real Estate credential.

Both men are active supporters of Barrow Neurological Institute, Phoenix Children's Hospital and Miracle Makers.