



MARK DETMER SIOR, CCIM
EXECUTIVE DIRECTOR

SPECIALTY

Creating and executing aggressive real estate strategies to successfully increase profits for Institutional Owners, National Developers, and International Corporations.

EXPERIENCE

Institutional Owners

Developed and implemented strategic marketing plans to secure and retain 70+ tenants in approximately 2.8MSF for ING Clarion. Completed in excess of 1.4MSF of leasing and sales with RREEF in the past 18 months totaling over \$55M in transactions. Assisted RREEF – CalWest in the disposition of an 8MSF+ industrial portfolio selling for 47.4M.

National Developers

Increased developer yields by recognizing gaps in the industrial market for new developments including a 185 acre, 2.5MSF industrial park with ING Clarion; a 20 acre, 265,000SF industrial park with First Industrial; a 37 acre, 550,000SF industrial park with Lincoln Property Company & 2 sales for 700,000SF valued at \$37M; two developments totaling 65 acres, 4.2MSF+ with Mountain West Industrial Properties; a 150 acre, 2.5MSF distribution park with Lauth Property Group; a 35 acre, 700,000SF distribution park with Panattoni Development; and 604,500SF lease with Duke Realty Corporation valued at \$27M.

International Corporations

Decreased occupancy costs 15-20% for major international corporations such as Jeld-Wen Windows and Doors, McKesson Corporation, Shaw Carpets, York International, Baxter Healthcare, Anixter Wire and Cable and Longust Distributing through strong, local market knowledge and competitive negotiations.

VALUE TO CLIENT

Skilled Negotiator – Completed over 600 transactions totaling over 15 million square feet of buildings and 2,500 acres of land with a value in excess of \$1,500,000,000.00 (\$1.5B). Uses over thirteen years of real estate experience to analyze, recommend and execute various real estate transactions producing 20%-50% profits for clients.

ACCOMPLISHMENTS

- 2008: NAIOP Industrial Broker of the Year for Arizona
 - C&W Deal of the Year (670,000SF Building Pre-sale)
 - #1 Phoenix Industrial Producer
 - #13 C&W Industrial Broker Internationally
 - AZRE Deal of the Year
 - Phoenix Business Journal Top 40 Under 40
 - CoStar Power Broker – Only Team to Achieve for Leasing & Sales
- 2007: NAIOP Industrial Broker of the Year for Arizona
 - C&W Deal of the Year (Tenant Rep 604,678SF) – Largest Lease in Phoenix
 - C&W Service Excellence Award for Customer Satisfaction
 - C&W Top Industrial Producer
 - CoStar Power Broker 2007
 - CoStar Top 25 Broker (2003-2007)
- 2006: Sold Largest Industrial Building in Phoenix (552,000SF)
 - AZRE RED Award Broker of the Year for Arizona
 - Trammell Crow Company Top Producing Team
 - Top Producing Trammell Crow Industrial Team (2000-2006)
 - Nominated NAIOP Industrial Broker of the Year (2002 – 2006)
- 2005: First Industrial Acquisition of the Year
- 2004: ProLogis Listing Broker of the Year

*One of only 16 Brokers in Arizona to hold both the SIOR and CCIM designation

EDUCATION & CREDENTIALS

Arizona State University – B.S., Biology/Pre-Med • Arizona Department of Real Estate – Licensed Agent • Commercial Investment Real estate Institute (CCIM education)

PROFESSIONAL/COMMUNITY DEVELOPMENT

Society of Industrial and Office Realtors (SIOR) • National Association of Industrial and Office Properties (NAIOP) – Best of NAIOP Committee Member & Night at the Fights Chairman • Certified Commercial Investment Member (CCIM) • Phoenix Children's Hospital Miracle Makers, Executive Committee

INSTITUTIONAL LANDLORD REPRESENTATION

ING CLARION

2,800,000SF – In excess of 100 transactions from 670,000SF investment sales to 1,000SF leases

RREEF

1,400,000SF Leased and Sold – Multiple investment sales & industrial park listings

PROLOGIS

1,000,000SF Leased and Sold – Investment sales & multiple industrial park listings

DESERET MUTUAL

400,000SF Leased and Sold – Investment sale & multiple industrial park listings

SUNLIFE OF CANADA

418,000SF Lease up of new construction

DEVELOPER REPRESENTATION

MOUNTAIN WEST INDUSTRIAL PROPERTIES

35 Acres subsequent 458,000SF development: Lease up and disposition

165 Acres in process on 2.5MSF development

20 Acres in process on 250,000SF business park development for sale

147,000SF Investment Sale

407,000SF Investment Sale (\$33M)

458,000SF Investment Sale (\$35M)

465,000SF of Leasing

LAUTH DEVELOPMENT

152 Acre Land Sale in process on 2.5MSF industrial park

PANATTONI DEVELOPMENT COMPANY

35 Acre Land Sale

670,000SF development

\$43.5M pre-sale

DUKE REALTY CORPORATION

20 Acre Land Sale

304,000SF Sale

1,400,000SF of leasing

170,000SF lease (Tampa)

FIRST INDUSTRIAL REALTY TRUST

110 Acre Land Purchase (\$18M)
110 Acre Land Sale (\$36M)
20 Acre Land Purchase (\$4.2M)
20 Acre Land Sale (\$6M)
40,000SF Building Purchase (\$1.9M)
40,000SF Building Sale (\$3.2M)

KOLL DEVELOPMENT COMPANY

330,000SF Disposition

LINCOLN PROPERTY COMPANY

553,000SF Lease up of new construction
550,000SF Building Purchase
147,000SF Building Purchase
458,000SF Building Purchase

BUZZ OATES ENTERPRISES

552,000SF Building Disposition
120,000SF Lease

TRAMMELL CROW

1,500,000SF Lease up of speculative development for PruCrow Portfolio

TENANT REPRESENTATION

The following list is a partial selection of tenants we have completed transactions with:

JELD-WEN

Represent on worldwide real estate needs consisting of acquisitions, dispositions, Broker Opinions of Value and real estate strategy. Have completed in excess of 50 transactions totaling over 2,000,000SF of leasing and sales on four Continents on their behalf.

400,000SF Lease
240,000SF Lease
200,000SF Lease
180,000SF Lease
160,000SF Sale
157,000SF Sale
140,000SF Sale
130,000SF Built To Suit
127,000SF Lease
124,500SF Lease
100,000SF Lease
100,000SF Lease
83,000SF Sale
80,000SF Sale
50,000SF Lease
41,000SF Lease
30,000SF Lease
25,000SF Lease
24,000SF Lease
21,400SF Lease
15,000SF Lease
8,000SF Lease
26 Acre Land Purchase
4 Acre Land Purchase

INTERNATIONAL WEB RETAILER

513,000SF Lease expandable to 1.1 Million
604,678SF Lease
850,000SF Expansion and Renewal

MCKESSON

155,000SF Build to Suit (\$20M)
Land Purchase (\$2M)
82,000SF Sale
40,000SF Sublease
13,000SF Lease

ECONOMY WAREHOUSE

129,000SF Lease
68,000SF Lease
24,000SF Lease

STATES LOGISTICS

278,000SF Lease

THE ROOMSTORE

230,000SF Lease
230,000SF Renewal
230,000SF Renewal

PORTOLA PACKAGING

115,000SF LEASE

HUGHES SUPPLY

115,000SF Lease
15,000SF Lease

SHUTTERFLY

101,269 Lease

COMMERCIAL DOOR

32,398SF Sale
20,000SF Sale
19,806SF Lease

RUGBY INTERNATIONAL

39,000SF Lease

YORK INTERNATIONAL

29,556SF Lease
12,396SF Lease

INVESTMENT SALES

ADDRESS	SIZE (SQUARE FEET)	SALES PRICE
Durango Commerce Center	669,387	\$43,550,000.00
101 Distribution Center (ConAir)	619,000	\$17,400,000.00
7037 West Van Buren	552,330	\$32,000,000.00
5 th Street & Geneva Industrial	470,000	\$40,110,000.00
Buckeye 75 Distribution Park	458,936	\$35,075,000.00
405 North 75 th Avenue	407,204	\$33,500,000.00
67 Buckeye	304,000	\$12,000,000.00
4 South 84 th Avenue	236,000	\$12,500,000.00
Avnet Building	228,086	\$35,200,000.00
1010 North 47 th Avenue	225,744	\$5,643,600.00
5719 West 65 th Street	165,300	\$1,100,000.00
NEC Cowden & 107 th Avenue	155,000	\$20,000,000.00
Eastside Business Center	144,076	\$10,100,000.00
4720 West Van Buren	135,664	\$7,100,000.00
Stellar Business Park	135,535	\$17,500,000.00
4720 West Van Buren	135,600	\$4,780,000.00
Kyrene Commons #2	132,000	\$9,000,000.00
200 South 49 th Avenue	114,871	\$3,225,000.00
404 West 21 st Street	113,256	\$2,700,000.00
Chandler Tech Center	86,000	\$7,900,000.00
Peardonville Road Portfolio	83,234	\$6,350,000.00
2323 North 27 th Avenue	83,170	\$1,335,000.00
802, 806, 810 South 56 th Avenue	80,346	\$3,775,000.00
JELD-WEN - Stockton	79,000	\$3,000,000.00
640 North 43 rd Avenue	53,798	\$1,613,940.00
100 Kroger Drive	50,000	\$2,000,000.00
1301 West Geneva	49,830	\$3,050,000.00
640 North 43 rd Avenue	49,577	\$1,486,710.00
310 Cleveland Place	49,200	\$1,525,000.00
5802 South 25 th Street	43,090	\$3,165,000.00
4101 West Gibson Lane	42,606	\$3,280,662.00
4101 West Gibson Lane	42,606	\$1,950,000.00
425 South 67 th Avenue	41,200	\$2,450,000.00
7138 North 110 th Avenue	40,000	\$2,175,000.00
7138 North 110 th Avenue	40,000	\$1,749,717.00
Broadway Industrial Park	37,556	\$2,000,000.00
2525 East Magnolia	36,507	\$1,600,000.00
7102 West Sherman	30,781	\$2,050,000.00
7150 West Erie Street	28,000	\$3,855,001.00
7150 West Erie Street	28,000	\$2,815,000.00
4630 South 33 rd Street	26,996	\$1,450,000.00
Dover Industrial Park	25,539	\$2,460,441.00
3311 North 29 th Avenue	24,500	\$746,900.00
1401 South McClintock	22,361	\$1,455,000.00
2115 South Wilson	20,000	\$1,700,000.00
2115 South Wilson	20,000	\$1,050,000.00
4435 West Van Buren	16,400	\$1,228,331.00
2918 West Virginia	6,624	\$329,128.00
241 North Roosevelt	6,150	\$562,725.00

LAND SALES

ADDRESS	SIZE (ACRES)	PRICE
Southern & Dysart	210	\$1,300,000.00
I-10 & Sunshine Boulevard	180	\$3,242,000.00
SWC Litchfield & Lower Buckeye Road	157	\$14,289,055.00
NWC Indian School & Cotton Lane	155	\$18,028,000.00
Baseline & Buckeye Road	114	\$10,642,879.00
NNWC of 99 th Avenue & Glendale	110	\$36,155,889.00
NNWC of 99 th Avenue & Glendale	110	\$19,766,506.00
SEC 75 th Avenue & Buckeye	31	\$3,276,822.00
El Puente Industrial Park	26	\$2,284,620.00
7102 West Sherman	26	\$2,150,420.00
NWC Germann & Lindsay	27	\$6,774,300.00
NEC 75 th Avenue & Buckeye	23	\$2,955,982.00
500 Norco Street	22	\$237,500.00
NEC Germann & Hamilton	20	\$5,985,030.00
NEC Germann & Hamilton	20	\$4,195,292.00
440 South 67 th Avenue	18	\$3,216,402.00
440 South 67 th Avenue	18	\$2,709,139.00
NEC Buckeye & 107 th Avenue	16	\$1,943,233.00
Cowden Property, Lot 7	16	\$917,872.00
Palomino & Nevada Roads	9	\$3,397,887.00
Rio Salado Land	5	\$714,336.00
Vacant Lot	4	\$765,000.00
University Land	4	\$412,267.00
Parque Industrial El Puente	4	\$332,100.00
104 th Avenue & Van Buren	4	\$105,197.00
2202 South 75 th Avenue	2	\$450,000.00
Tempe Land	2	\$225,530.00
Calgary	2	\$1,689,952.00
NEC Lower Buckeye & West El Cielo	1	\$310,365.00
57 th Avenue & Latham	1	\$189,712.00
4990 South Crittenden Drive	1	\$55,500.00