



**BO MILLS SIOR, CCIM**  
EXECUTIVE DIRECTOR

## **SPECIALTY**

Specialize in representing and consulting Corporate Tenants, Institutional Owners, and Developers desiring to acquire, develop, and dispose of Industrial real estate locally and around the globe. We have completed over 600 lease and sale transactions totaling over 15 million square feet of buildings and 2,500 acres of land valued in excess of \$1.5 Billion dollars. The focus of our business is to exceed our client's goals by showing quantifiable results, remain ethical, and have fun.

## **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

## **PROFESSIONAL/COMMUNITY DEVELOPMENT**

SIOR, Board of Directors – Programs Chair • NAIOP, Board of Directors – Membership Chair, Philanthropic Chair, Past Night at the Fights Chairman • Urban Land Institute – Member • Certified Commercial Investment Member (CCIM) • Global Supply Chain Solutions Group – Member • Council of Supply Chain Management Professional (CSCMP) – Member • Cushman & Wakefield Industrial Advisory Board • Greater Phoenix Economic Council (GPEC) – Member • Valley Big Brothers Big Sisters – Past Big Brother for 8 years • Barrows Neurological Leader Circle

## **EDUCATION & CREDENTIALS**

Arizona State University – B.A., Communications/Business • University of Firenze, Italy • Arizona Department of Real Estate – Licensed Agent • Commercial Investment Real Estate Institute (CCIM) • Society of Industrial and Office Realtors (SIOR)

**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**

<b>ADDRESS</b>	<b>SIZE (SQUARE FEET)</b>	<b>SALES PRICE</b>
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 <sup>th</sup> Street & Geneva Industrial	470,000	\$40,110,000.00
Buckeye 75 Distribution Park	458,936	\$35,075,000.00
405 North 75 <sup>th</sup> Avenue	407,204	\$33,500,000.00
67 Buckeye	304,000	\$12,000,000.00
4 South 84 <sup>th</sup> Avenue	236,000	\$12,500,000.00
Avnet Building	228,086	\$35,200,000.00
1010 North 47 <sup>th</sup> Avenue	225,744	\$5,643,600.00
5719 West 65 <sup>th</sup> Street	165,300	\$1,100,000.00
NEC Cowden & 107 <sup>th</sup> 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 <sup>th</sup> Avenue	114,871	\$3,225,000.00
404 West 21 <sup>st</sup> 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 <sup>th</sup> Avenue	83,170	\$1,335,000.00
802, 806, 810 South 56 <sup>th</sup> Avenue	80,346	\$3,775,000.00
JELD-WEN - Stockton	79,000	\$3,000,000.00
640 North 43 <sup>rd</sup> 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 <sup>rd</sup> Avenue	49,577	\$1,486,710.00
310 Cleveland Place	49,200	\$1,525,000.00
5802 South 25 <sup>th</sup> 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 <sup>th</sup> Avenue	41,200	\$2,450,000.00
7138 North 110 <sup>th</sup> Avenue	40,000	\$2,175,000.00
7138 North 110 <sup>th</sup> 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 <sup>rd</sup> Street	26,996	\$1,450,000.00
Dover Industrial Park	25,539	\$2,460,441.00
3311 North 29 <sup>th</sup> 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**

<b>ADDRESS</b>	<b>SIZE (ACRES)</b>	<b>PRICE</b>
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 <sup>th</sup> Avenue & Glendale	110	\$36,155,889.00
NNWC of 99 <sup>th</sup> Avenue & Glendale	110	\$19,766,506.00
SEC 75 <sup>th</sup> 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 <sup>th</sup> 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 <sup>th</sup> Avenue	18	\$3,216,402.00
440 South 67 <sup>th</sup> Avenue	18	\$2,709,139.00
NEC Buckeye & 107 <sup>th</sup> 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 <sup>th</sup> Avenue & Van Buren	4	\$105,197.00
2202 South 75 <sup>th</sup> 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 <sup>th</sup> Avenue & Latham	1	\$189,712.00
4990 South Crittenden Drive	1	\$55,500.00