

THE ADVISIOR

VOL. 9 / SPRING/SUMMER / 2017



PRESIDENT'S LETTER

It is my pleasure to present another issue of the ADVISIOR newsletter on behalf of the Arizona Chapter of SIOR.

In this issue, we will highlight our newest SIOR Designees to our Chapter and recap some of our Chapter events from earlier in the year.

The Phoenix market is strengthening and our SIOR Designees and Sponsors are key figures in achieving this success. With the 1st Quarter of 2017 in the rear view mirror, we appear to be headed for a great ride for the remainder of the year!

On behalf of the Board of Directors, I hope that you enjoy this issue of the ADVISIOR and we all look forward to seeing you at our next event.

Regards,

A handwritten signature in black ink, appearing to read "Mark F. Gustin".

Mark F. Gustin, SIOR, COM
SIOR Arizona Chapter President

CHAPTER LEADERSHIP



PRESIDENT

Mark Gustin, SIOR, COM
Jones Lang LaSalle
602.282.6316
mark.gustin@amjll.com



PROGRAMS DIRECTOR

Mike Garlick, SIOR
NGKF
602.952.3825
mgarlick@NGKF.com



VICE PRESIDENT

Rob Martensen, SIOR, CCIM
Colliers International
602.222.5082
rob.martensen@colliers.com



CANDIDATE ASSISTANT PROGRAMS

Matt McDougall
Lee & Associates
602.474.9561
mmcdougall@leearizona.com



SECRETARY / TREASURER

John G. Soldo, SIOR
Commercial Properties, Inc.
480.966.1304
jsoldo@cpiaz.com



CANDIDATE ASSISTANT SPONSORSHIP

Josh Wyss
Cushman Wakefield
602.224.4407
joshua.wyss@cushwake.com



SPONSORSHIP

Patrick Feeney, Jr., SIOR
CBRE
602.735.5530
pat.feeney@cbre.com



CHAPTER ADMINISTRATOR

Virginia Butler
SIOR Arizona Inc.
602.377.6447
virginia@sioraz.com



ADMISSIONS / RETENTION

Allen Lowe, SIOR
Lee & Associates
602.954.3747
alowe@leearizona.com



PAST PRESIDING PRESIDENT 2013-2015

Mark DiSabato, SIOR
Atlantis Commercial, Inc.
602.418.2500
markd@acrez.com

We are pleased to announce these new SIOR Designees to our Chapter. These individuals demonstrate the professionalism, integrity and ethics that are the guiding principles of our organization.

We look forward to sharing in their continued success and to their contributions to our Chapter!

NEW MEMBER SPOTLIGHT



TANNER MILNE

Tanner Milne has earned his SIOR Designation as an Office Specialist. Tanner is the Designated Broker and Founder of Menlo Commercial Real Estate which he established in 2008.

Tanner received his Bachelor's Degree from Brigham Young University and his Master's Degree from Arizona State University. He specializes in Office, Medical and Dental properties in the Metro-Phoenix area.



CHRIS MCCLURG

Chris has earned his SIOR Designation as an Industrial Specialist. Chris is a Principal at Lee & Associates in their Industrial division. Chris earned his Bachelor's Degree from

the University of Tennessee and he specializes in the Metro Phoenix area in representation of both Landlords and Tenants.



SIOR

ARIZONA CHAPTER

UPCOMING EVENTS

04.26-04.29.17 Spring World Conference

Sheraton New Orleans Hotel
New Orleans, LA

05.18.17 Classic Cocktails & Food

4:00 p.m. to 6:00 p.m.
The Henry
4455 E. Camelback Rd.
Phoenix, AZ 85018

SIOR CHAPTER SPRING TRAINING EVENT

Salt River Fields @ Talking Stick offered up a terrific venue and beautiful day to watch the Diamondbacks top the Dodgers 15 – 3. Members, Sponsors and guests occupied the Pepsi Patio, a spacious outdoor deck overlooking first base with gorgeous mountain vistas and of course, a bird's-eye view of the field. Hot dogs, burgers, beans, roasted peanuts and refreshments all around!



CHAPTER HOSTS PLATINUM DEVELOPER SHOWCASE EVENT

SIOR Arizona launched its 2017 event series on January 25th @ the Esplanade Conference Center. Craig Porter, Renaissance Companies shared in depth views on industry trends and challenges. SIOR's Rob Martensen, Phil Breidenbach and Paul Sieczkowski, on behalf of Rockefeller Group, covered the scope of Rockefeller's completed and ongoing projects around the valley.



06.14.17 Summer Happy Hour

4:30 p.m. to 6:15 p.m.
Stingray Sushi
Biltmore Fashion Park
2502 E. Camelback Rd.
Phoenix, AZ 85016

09.14.17 SIOR Topgolf Tournament

4:00 p.m. to 6:30 p.m.
Topgolf Scottsdale
9500 E. Talking Stick Way
Scottsdale, AZ 85256

SIOR ARIZONA MEMBER TRANSACTIONS 1ST QTR 2017

\$1,400,000 – LEASE

Evan Koplan, SIOR
CBRE
37,212 SF
618 E. Auto Center Drive
Mesa, AZ
Tenant: Battery Solutions
Landlord: Metro East Valley

\$2,844,000 – SALE

Rob Glaser, SIOR
PICOR
21.76 AC
Drexel Road &
Commerce Center Place,
Tucson, AZ
Buyer: East Group
Seller: Ferr-Con Partners

\$3,650,000 – SALE

Mike Garlick, SIOR
Newmark Grubb Knight Frank
52,640 SF
3125 E. Wood Street
Phoenix, AZ
Buyer: Orsett Properties
Seller: LNR

\$8,350,000 – SALE

Mike Garlick, SIOR
Newmark Grubb Knight Frank
132,880 SF
4150 S. Riverpoint Pkwy
Phoenix, AZ
Buyer: West Second Street
Associates, LLC
Seller: LNR

\$5,650,000 – SALE

Mark DiSabato, SIOR
Atlantis Commercial
90,463 SF
4501 W. Polk Street
Phoenix, AZ
Buyer: Scientex Berhad
Seller: Dominion Enterprises

\$4,500,000 – SALE

Andy Markham, SIOR
Cushman & Wakefield
150,000 SF B.T.S.
SE of Arizona Avenue
& Elliot Road
Chandler, AZ
Buyer: Turbo Resources
Seller: Forum Capital

3104 E. Camelback Rd., #185 | Phoenix, AZ 85016 | Phone 602.377.6447 | www.sioraz.com

2017 CHAPTER SPONSORS

PLATINUM

Merit Partners
Renaissance Companies
Rockefeller Group

GOLD

DCT Industrial
JLL
Ryan Companies
Willmeng Construction

SILVER

Bank of America/Merrill Lynch
Big-D Construction
Cawley Architects
CBRE
CDC Small Business Finance
Chicago Title
Clear Title Agency
Colliers International
Cousins Properties
Cushman & Wakefield
Dermoddy Properties
Deutsch Architecture Group

EastGroup Properties
EJM Development Co.
First International Bank & Trust
Gilbert Bird Law Firm, PC
Grand Canyon Title Agency
Hines
Irgens
Landmark Title
LBA Realty
Lee & Associates|Arizona
Liberty Property Trust
MidFirst Bank
Newmark Grubb Knight Frank

Opus Development Company
PICOR/Cushman & Wakefield
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Tratt Properties
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WFG Natinal Title Insurance