

# Az Business LEADERS

2013-2014



VISION | INFLUENCE | POWER



HTA  
A TRUST OF AMERICA, INC.  
Truist of Medical Office Buildings  
NYSE: HTA

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SUNTEC  
CONCRETE



University of Phoenix®



AZBIGMEDIA



# Broker-Industrial

REAL ESTATE

## Mark Detmer

Managing director  
Jones Lang LaSalle  
joneslanglasalle.com

Detmer leads the Industrial Capital Markets practice for the United States, West Region. With 20 years of experience in the commercial real estate industry, Detmer specializes in industrial investment acquisitions, dispositions and equity placements for institutional and large, private client owners of real estate. During the past 10 years, Detmer has represented clients in the acquisition and disposition of over 27 million square feet of commercial properties valued at more than \$3 billion.

**Best advice to offer:** "This is not a dress rehearsal, this is the show."

**Greatest accomplishment:** "I am proud of the \$53.7 million dollar sale we completed on behalf of Freescale Semiconductor to Wentworth Property Company. The transaction was very complex, involving leased buildings, vacant buildings and undeveloped land."



## Pat Feeney

Senior vice president  
CBRE  
cbre.com

Feeney specializes in the sale and lease of single and multi-tenant industrial properties, land sales, build-to-suit projects, investment property sales and landlord and tenant representation assignments throughout metropolitan Phoenix. Entering his 26th year in commercial real estate, he has brokered more than 2,000 transactions.

**Biggest Challenge:** "Early in my career, I competed for a tenant representation assignment against a 'seasoned veteran.' I was nervous, unsure of myself — and it showed. I considered this a 'make it or break it' scenario, but I applied the principles of hard work, honesty and good character — and won the business."

**Best advice received:** "My father was a teacher and he always said that to be successful, you have to work hard at whatever you do and do it to the best of your ability. His words still stand today."



## Michael C. Haenel

Executive vice president  
Cassidy Turley  
cassidyturley.com

Haenel has 28 years of experience in the sale/leasing of industrial, back-office and land in Arizona. He's been honored locally and nationally as a top producer and a community leader. Mike and his partner, Andy Markham, have completed more than 300 transactions.

**Biggest Challenge:** "My biggest obstacle was working through my first real estate recession in the 1980's. I had 3 different jobs in the development business and was considering leaving the industry. I overcame these challenges by leaning on relationships that I had cultivated and went back into brokerage."

**Greatest accomplishment:** "My partner and I were lucky enough to sell a Motorola facility to RREEF/Lincoln in 2004. We fully leased the redeveloped the 800,000 square foot industrial project. This year we were part of the team that sold this asset for more than \$77 million."



## James P. Keeley

Founding partner, Scottsdale office  
Colliers International  
colliers.com/greaterphoenix

Keeley is considered a leading commercial real estate expert for the Loop 101 Employment Base, encompassing Scottsdale Airpark, Desert Ridge and Deer Valley. For more than 30 years, Jim has specialized in the sale, lease and development of office, industrial, investments and land.

**Biggest Challenge:** "The biggest obstacle has been working through the three different real estate cycles and recreating new client bases. Planning for the future and prioritizing family, clients and fellow brokers are ongoing challenges, but seeing the good results is very enriching."

**Best advice received:** "Take time to plan your year in January and revisit it every three months. It is far better to be proactive with a clear and unemotional mind, rather than constantly reacting. Let money help you, but don't let it drive you."



# Impact Players



**Craig Coppola**  
Principal  
Lee & Associates  
lee-associates.com

Coppola is the top producing broker nationally in Lee & Associates' 33-year history (46 offices, over 700 brokers). He is also one of the eight founding principals of Lee & Associates Arizona.



**Jim Wilson**  
Executive director  
Cushman & Wakefield  
cushmanwakefield.com

Wilson is a 25-year veteran within the industrial/technology services division at Cushman & Wakefield. He has been in the commercial real estate business since 1986 and joined Cushman & Wakefield in 1989.