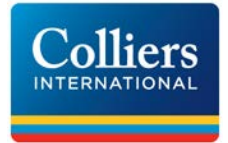




Brian Woods

SENIOR VICE PRESIDENT | ARIZONA RETAIL SERVICES TEAM



brian.woods@colliers.com

EDUCATION AND QUALIFICATIONS

Bachelor of Science
Business Administration
Baylor University

- Marketing Major
- Dean's List
- National Honor Society

Arizona School of Real Estate & Business
AZ Salesperson's License

AFFILIATIONS AND MEMBERSHIPS

International Council of Shopping Centers (ICSC) -
Former Next Generation State Co-Chair

Colliers Western Region Retail Leasing – Steering Committee

Colliers | Arizona Leadership Council

CONTACT DETAILS

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AREA OF EXPERTISE

Brian Woods is a senior vice president with the Arizona Retail Services Team with Colliers, specializing in leasing regional power centers and representing national retail tenants throughout Arizona.

Brian's knowledge of the Valley, coupled with his professionalism and ingrained ability to quickly understand a client's needs, have translated to a formula for consistent success.

A Phoenix native, Brian is a third-generation commercial real estate broker, currently partnering with his father Tom Woods in Colliers' Phoenix office.

Keeping integrity and character at the top of the priority list, the Woods team has developed enduring relationships and established a strong reputation as industry leaders throughout the marketplace.

By taking a personal interest in each and every client, Brian and Tom attempt to treat their clients' investments as if they were their own. This approach of accountability has led to a proven track record of results.

Countless retail tenants have entrusted the Woods team to handle their real estate requirements. Well-known developers and landlords frequently press the Woods team into service.

Refer to a detailed list of our tenant, landlord and developer clients on the next page.

PROFESSIONAL ACCOMPLISHMENTS

- 2019, 2018, 2017 Nominated Best of NAIOP Retail Broker of the Year
- Promoted to Senior Vice President in 2016

PROFESSIONAL ACCOMPLISHMENTS

- Successfully negotiated nearly 500 real estate transactions valued at approximately \$600 million
- Successfully leased over 7.5 million square feet of retail and restaurant space
- Listed first two Super-Target anchored power centers in AZ—Crossroads Towne Center and Gilbert Gateway Towne Center
- #1 Retail Broker: 2012-2018
- #1 Retail Team: 2012-2017, 2006-2010
- Top 5 Team: 2013, 2006-2008
- Top 15 Producer (Individual): 2019, 2017, 2013, 2008
- Top 10 Team (National): 2009
- CoStar Power Broker: 2020, 2010
- RED Award Nominee: 2016
- Named Broker of the Month by Commercial Executive Magazine in 2009
- 2007 Retail Forecast published by The Phoenix Business Journal

BUSINESS BACKGROUND

Prior to joining Colliers in 2003, Brian was an account executive for the Phoenix Coyotes Hockey Club, with responsibility for season ticket sales, luxury suite sales and account management.

COMMUNITY INVOLVEMENT

Brian and his wife Anna are the parents of son Bo and daughter Maisy. They attend Highlands Church in Scottsdale and are ardent supporters of the Southwest Autism Research & Resource Center (SARRC), Compassion International, Hope & A Future, K-LOVE, and Brokers for Kids.

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“The energy of Brian on any assignments gets immediate, positive results.”

David Larcher, President
Vestar Development

“The Woods team has a track record of more than 40 years representing tenants and landlords in the Valley. Their professionalism, experience and reputation in the market are invaluable assets.”

Brandon Ghioffi
Leasing Manager
Lewis Retail

REPRESENTATIVE CLIENTS AND PROJECTS

Took on the ground-up listings of the first two Super Target-anchored power centers in the state of Arizona—Crossroads Towne Center and Gilbert Gateway Towne Center for Vestar Development. These two shopping centers combine for a total of over 2 million square feet of leasable space.

Helped to successfully reposition Bell Towne Centre/Bell Towne Plaza as the dominant shopping center in the North Phoenix trade area. This 500,000-square-foot retail project is currently 99 percent leased to an electric mix of both national and local tenants

Tenants clients include Longhorn Steakhouse, Olive Garden, Red Lobster, Village Inn, Applebee's, Tuesday Morning, Michaels, Pier 1 Imports, Famous Footwear, Payless Shoesource, Sleep America, Destination Maternity, BJ's Brewery, Burger King, LensCrafters, Villa Sport, Mor Furniture, TCF Bank, Vitamin Shoppe, Gentle Dental, YC's Mongolian BBQ, Sushiholic, Pet Supplies Plus, and uBreakiFix

Developer and landlord clients include Vestar Development, Sunbelt Holdings, The Barclay Group, Vertical Holdings, Wolford Development, TradeCor, Circle G Development, FERRADO and Nexus Development.