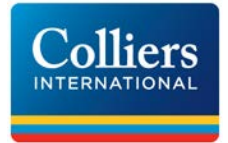




Chaz Smith

SENIOR VICE PRESIDENT | AZ LANDSOURCE TEAM



chaz.smith@colliers.com

EDUCATION AND QUALIFICATIONS

Bachelor of Science
Regional Development
University of Arizona

AFFILIATIONS AND MEMBERSHIPS

Colliers Land Advisory
Group

Lambda Alpha International
(LAI) – Board Member

CONTACT DETAILS

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[Visit our team website](#)

[colliers.com/
arizona](http://colliers.com/arizona)

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AREA OF EXPERTISE

Chaz Smith is a senior vice president with the AZ LandSource Team, specializing in the sale of land, with more than 35 years commercial real estate experience. As the senior member of The LandSource Team, Chaz defines the team's focus and direction, ensures negotiations are finalized and that all parties fulfill their obligations, and provides a clear line of communication between all parties.

The AZ LandSource Team has a history of success, with more than 60 years of combined experience. They are committed to a team approach, which always puts their clients' needs first. Each member has unique competencies that increase value in the different stages of every transaction. The team specializes in finding creative solutions for the new reality of today's ever-changing market and has the resources to uncover new information for their clients' specific challenges. Their extensive track record of successful assignments reflects the team's dedication to locating the right property that fits the needs of each client, whether a developer, investor, or user.

The team is structured around the strengths of each individual. On every assignment, each member brings his individual expertise for the benefit of their clients. The team is organized around relationships, marketing, service delivery and a focus on completing transactions that meet the requirements of the buyer and seller. They have represented premier developers and select landowners with acquisition, disposition, ground lease, site selection and land valuation within the greater metropolitan areas of Arizona.

Visit the AZ LandSource Team at colliers.com/azlandsourceteam

BUSINESS BACKGROUND

Prior to joining Colliers in 2006, Chaz specialized in land at NAI Horizon for two and a half years.

Chaz began his commercial real estate career at CB Richard Ellis in 1983, selling apartments. During his 21 years with the company, he transitioned from apartments sales to the sale of land for apartment developments.

His experience in the sale of apartments solidified his awareness of the value of proximate amenities to land locations. Chaz translates this into every land use from residential to retail and office.

COMMUNITY INVOLVEMENT

- Board Member and Past President (2017-18) of Lambda Alpha International (LAI), the Honorary Society for the Advancement of Land Economics
- Arizona District Council of Urban Land Institute Program Committee from 1999–2004 and Co-Chair from 2001–2004
- Phoenix Residential Investment and Development Effort (PRIDE) – Board Member. PRIDE is a non-profit focused on providing quality housing for low-income residents of Phoenix from 1994–2007.

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“The LandSource team was a pleasure to work with. The team’s ability to provide relevant, accurate market information in a timely manner was critical throughout this transaction.”

David Zunker
President, Development,
Lynd Development
Partners

REPRESENTATIVE TRANSACTIONS AND CLIENTS

Representative sales transactions

- 5.9-acre senior housing site at 94th Ave & Pecos Rd in Chandler, Ariz
- 11.86-acre multifamily site at 35th Ave & Happy Valley Rd in Phoenix, Ariz
- 5.0-acre multifamily site at Happy Valley Rd & Norterra in Phoenix, Ariz
- 1.27-acre multifamily site at Central Ave & Camelback Rd in Phoenix, Ariz
- 8.69-acre multifamily site at Broadway Rd & Hawes Rd in Mesa, Ariz
- 4.89-acre multifamily site at 23rd Ave & Northern Ave in Phoenix, Ariz
- 5.2-acre single-family site at Pecos Rd & Canal Dr in Chandler, Ariz
- 1.57-acre multifamily site at Central Ave & Willetta St in Phoenix, Ariz
- 2.4-acre multifamily site at 1st St & Farmer Ave in Tempe, Ariz
- 18.14-acre multifamily site at Avondale Blvd & Van Buren St in Avondale, Ariz

Representative client list:

- Charles Heers
- Dignity Health
- DR Horton
- Dominion
- Green Light Communities
- Mark-Taylor Residential
- P.B. Bell
- Pederson Group
- Roles Family
- Wescap Real Estate Services