



Vice Chair | Arizona
Industrial Services

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Don MacWilliam, SIOR

Area of Expertise

Don MacWilliam began his distinguished career in commercial real in 1986, with a focus on specialized industrial real estate sales and leasing within the Southwest Valley distribution market. Over the years, he has cultivated expertise in providing top-notch services, including tenant and landlord representation. Notable collaborations include major developers such as Merit Partners, ProLogis, EastGroup Properties, First Industrial Realty Trust, Sun State Builders, Exeter Properties, Sun Life Assurance, Majestic Development, and CapRock Partners.

In his role as vice chair at Colliers in Arizona, Don collaborates closely with partners Payson MacWilliam and Chris Reese, a dynamic industrial team that consistently delivers exceptional service and strategic solutions. This team showcases a diverse base of knowledge and expertise that leads to successful and tailored real estate solutions. Their commitment to building lasting connections underscores their dedication to client success.

Over the past decade, the team, under Don's leadership, has achieved significant milestones, including the addition of over 6 million square feet of user build-to-suits and more than 15 million square feet of speculative development products to the Southwest Valley distribution market. Impressively, they have contributed to almost a 10% increase in the total distribution base over the past 10 years.

Professional Accomplishments

- 2024 People to Know, *AZ Big Media*
- 2023 Business Leaders to Watch, *AZBusiness*
- 2023 #2 Top Team, Colliers Arizona
- 2022 #1 Top Producer, Arizona
- 2020-2022 #1 Top Team, Colliers Arizona
- 2019-2023, 2015-2016, 2012-2013 – Colliers Everest Club, recognizing the Top 10% of Producers in the Americas
- 2019-2022, 2015-2017, 2011-2013, 2008-2009, 2002 – Nominated as NAIOP Industrial Broker of the Year
- 2019-2021, 2011-2017, 2005-2009 – Ranked Colliers Top 10 Producer
- 2020, 2019, 2011-2016, 2006-2009 – Ranked Colliers Top 5 Team
- 2012-2020 CoStar Power Broker Award for Top Industrial Leasing Broker
- 2004-2005 First Industrial Realty Trust Top Producer

Community Involvement

- Honorary Commander, Luke Air Force Base, actively fundraising for a \$1.2 million learning center, while providing support to service members and their families
- Member of the Arcadia High School Dad's Club
- Juvenile Diabetes Research Foundation
- Andre House
- St. Vincent de Paul
- Westside Food Bank
- Nourishing Phoenix, Inc.

Education or Qualifications

Bachelor of Science
General Business
Arizona State University
AZ Dept. of Real Estate -
Salesperson's License

Affiliations or Memberships

NAIOP, the Commercial Real
Estate Development
Association
Society of Industrial & Office
Realtors® (SIOR)
Colliers | Arizona Leadership
Council

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Notable Developer Clients

ProLogis	EastGroup Properties, Inc.
Exeter Properties	Sun State Builders
Kansas City Life Assurance	Merit Partners
First Industrial Realty Trust	Amir Development Company
Sun Life Assurance	Majestic Development
City of Tolleson	CapRock Partners
LaSalle Partners	Heitman

Notable Transactions – Partial List

Industrial lease of 226,432 SF for a 4-year term – Updike Distribution Logistics
Industrial lease of 474,082 SF for a 10-year term – Amazon
Industrial lease of 394,775 SF for a 15-year term – Nestle Water
Investment sale of 453,000 SF to Cohen Asset Management
Industrial lease of 236,000 SF for a 7-year term – OnTrac
Industrial lease of 593,000 SF for a 10-year term – Tuesday Morning Partners
Industrial lease of 453,000 SF for a 20-year term – Alliance Beverage
Industrial lease of 313,600 SF for 7-year term – OMCO Solar, LLC
Industrial lease of 350,000 SF for Centrex, Inc.
Industrial sale of 486,241 SF to Exeter Properties
Investment sale of 791,888 SF to First Industrial Realty Trust, Inc.
Industrial lease of 359,000 SF for a 5-year term – Updike Distribution Logistics
Industrial lease of 643,798 SF for a 10-year term – Mlily
Industrial lease of 412,921 SF for a 10-year term – MiTek
Industrial lease of 226,436 SF for a 10-year term – Amerimax
Industrial lease of 438,687 SF for a 10-year term – Hello Fresh
Industrial lease of 915,160 SF for a 7-year term – Cubework.com
Industrial lease of 1.2 million SF for a 10-year term – Mlily

Recent Awarded Assignments

3.2 million SF of speculative development (CapRock Partners)
915,000 SF of speculative development (Pizzuti)
438,000 SF of speculative development (ProLogis)
489,000 of speculative development (Majestic)
357,000 SF of speculative development (Pasternack)

“I call the Payson and Don MacWilliam team ‘The Dynamic Duo.’ They complement each other; both have a sense of urgency when pursuing opportunities; and they work very hard when representing both tenants and landlords.”

- Kevin Czerwinski, Principal,
President, Merit Partners, Inc.

“I think what separates Don and Payson from other high-achieving brokers is focus. They stick to what they know—industrial properties in the Southwest submarket. They thoroughly understand each tenant, owner, building and land parcel, and this knowledge allows them to better serve their clients.”

- Bill Petsas, Senior Vice
President – Western Region
EastGroup Properties, Inc.