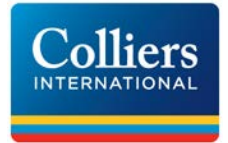




Don MacWilliam SIOR

EXECUTIVE VICE PRESIDENT | INDUSTRIAL PROPERTIES



don.macwilliam@colliers.com

EDUCATION AND QUALIFICATIONS

Bachelor of Science
General Business
Arizona State University

AFFILIATIONS AND MEMBERSHIPS

NAIOP, the Commercial
Real Estate Development
Association

Society of Industrial & Office
Realtors® (SIOR)

Colliers | Arizona
Leadership Council

CONTACT DETAILS

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AREA OF EXPERTISE

Don MacWilliam has been a commercial real estate professional since 1986, specializing in industrial real estate sales and leasing in the Southwest Valley distribution market throughout his career.

Services include tenant representation and agency listings from many 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.

As an executive vice president with Colliers in Arizona, Don partners with Payson MacWilliam and Chris Reese. Their top-producing industrial team provides exceptional service and strategic solutions to its clients, representing both landlords and tenants.

Their diverse base of knowledge and expertise leads to successful and tailored real estate solutions. Don and Payson pride themselves on building relationships that continue far beyond a single successful transaction.

During the past decade, they have added more than 6 million square feet of user build-to-suits and more than 5 million square feet of speculative development product to the Southwest Valley distribution market. The team has also increased the total distribution base by almost 10% in the past 10 years.

PROFESSIONAL ACCOMPLISHMENTS

- Colliers Everest Club, recognizing the Top 10% of Producers in the Americas in 2020, 2019, 2016, 2015, 2013, 2012

PROFESSIONAL ACCOMPLISHMENTS

- Ranked Colliers Top 10 Producer in 2020, 2019, 2017, 2016, 2015, 2014, 2013, 2012, 2011, 2009, 2008, 2007, 2006, 2005
- Ranked Colliers Top 5 Team in 2020, 2019, 2016, 2015, 2014, 2013, 2012, 2011, 2009, 2008, 2007, 2006
- Member of the Society of Industrial and Office Realtors®. The SIOR designation is a professional symbol of the highest level of knowledge, production and ethics in the real estate industry
- CoStar Power Broker Award for Top Industrial Leasing Broker in 2020, 2019, 2018, 2017, 2016, 2015, 2014, 2013, 2012
- Nominated as NAIOP Industrial Broker of the Year in 2020, 2019, 2017, 2016, 2015, 2013, 2012, 2011, 2009, 2008
- NAIOP Industrial Broker of the Year—2002
- First Industrial Realty Trust Top Producer in 2004 and 2005

COMMUNITY INVOLVEMENT

Don focuses his passion for baseball and his desire to give back in a specific way, spending time raising funds to renovate the baseball field at a local high school. He is actively involved with these organizations:

- 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.

"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.

REPRESENTATIVE CLIENTS AND PROJECTS

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

DEVELOPMENT CLIENTS INCLUDE

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

RECENT ASSIGNMENTS AWARDED

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 SF of speculative development (Majestic)