



Kim Soulé

SENIOR VICE PRESIDENT | INVESTMENT SERVICES



kim.soule@colliers.com

AFFILIATIONS AND MEMBERSHIPS

Valley Partnership
Real Estate Advisory Council (REIAC)
Urban Land Institute (ULI)
NAIOP, the Commercial Real Estate Development Association
Greater Phoenix Economic Council (GPEC) Community Development Committee
Leadership Council for Colliers International in Greater Phoenix

CONTACT DETAILS

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AREA OF EXPERTISE

Kim Soulé is a senior vice president of investment services and partners with Mike Montoya at Colliers International. She specializes in the acquisition and disposition of commercial properties, including multi-tenant office buildings, industrial facilities, hotels and undeveloped land.

Kim expertly guides clients in transaction decisions that provide maximum value, while minimizing capital and personal exposure. She develops strategies designed to meet clients' short- and long-term financial goals.

Through her extensive experience in banking, Kim provides clients with valuable assistance in obtaining financing and evaluating properties. She acts quickly to resolve escrow issues and moves transactions forward in an expedient manner.

Keeping her clients' interests at the forefront, Kim builds trust and delivers results.

PROFESSIONAL ACCOMPLISHMENTS

- 2016 – Promoted to Senior Vice President in recognition of her expertise and achievements.
- 2015 – Ranked by Colliers as the #10 Top Producer in Greater Phoenix
- 2014 – Ranked by Colliers as the #9 Top Producer in Greater Phoenix
- Athena Award Nominee – Greater Phoenix Chamber of Commerce
- Charter and Advisory Board member for Colliers' Investment Advisors and Private Capital Advisors. Played a key role in the structure & development of these groups.

BUSINESS BACKGROUND

Before joining Colliers in 2002, Kim had a 25-year career in banking, including 10 years providing SBA loans through bank and non-bank lenders. She started two of the largest SBA lenders in Arizona and processed more than \$75 million in loans.

COMMUNITY INVOLVEMENT

The quality of life in the community is vital to Kim. She served on and chaired several boards and committees for local non-profit groups and continues to be actively involved.

Kim received recognition and several awards for her philanthropic work. She was honored by The Centers for Habilitation with a boardroom dedicated in her name.

Community service includes:

- The Arizona Association for Economic Development, a statewide economic development organization, board chair
- Southwestern Business Finance, a certified development company providing SBA 504 loans, board chair
- Arizona Town Hall
- The Centers for Habilitation (TCH): served on board of directors and as board chair.
- Valley Partnership member since 1996: previous board member, treasurer and committee chair.
- Colliers AZ Cares, a charitable foundation serving the community.
- Has been involved with Gilbert Cares, East Valley Child Crisis Center, NAWBO, Easter Seals, and the Mesa, Scottsdale & Greater Phoenix Chambers of Commerce

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REPRESENTATIVE CLIENTS AND PROJECTS

North Alamos Court I & II, multi-tenant office, \$8.73 million sale

Arizona Grand, long-term care facility redevelopment, \$13.25 million sale

Southwest Inn at Sedona, 28-room boutique hotel, \$4.19 million sale

Caliber Building, multi-tenant office, \$740,000 sale

4.5 acres office land, \$1.326 million sale

15.5 acres office land, \$2.56 million sale

Sunflower Bread Company, single-tenant retail, \$980,000 sale

Thunderbird Medical Office Building, multi-tenant office, \$8.7 million acquisition

80 acres industrial land, \$9.2 million acquisition

Surgery Center, \$1.59 million sale

Thunderbird Office Park, land and development 150,000 SF office, \$2.9 million acquisition

Paseo Ranch, office investment, \$525,000 acquisition

10.9 acres office land, \$2.65 million sale

Metrocenter Business Park I, multi-tenant office, \$17.6 million sale

Bank 1440 Branch, office, \$1.45 million acquisition