



# Larry Miller, Jr.

ASSOCIATE VICE PRESIDENT | ARIZONA RETAIL SERVICES TEAM



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## EDUCATION AND QUALIFICATIONS

Bachelor of Science  
Real Estate Finance  
Indiana University  
(Bloomington)  
Kelley School of Business

## AFFILIATIONS AND MEMBERSHIPS

International Council of  
Shopping Centers (ICSC)

## CONTACT DETAILS

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## AREA OF EXPERTISE

Larry Miller is an associate vice president with the Arizona Retail Services Team with Colliers International.

Larry partners with John Jackson, associate vice president; and Summer Jackson, associate vice president. The team specializes in the sale and leasing of retail properties, representing landlords, tenants and investors.

Known for his ability to tenaciously pursue and achieve the desired results for his clients, Larry is an energetic and well-respected professional who applies his diverse expertise in real estate and finance to the benefit of each client.

He works diligently with developers and landlords to achieve their objectives through highly responsive and proactive marketing strategies.

Larry's exceptional negotiating skills and thorough understanding of the complexities of transactions enable him to bridge the gap between landlords and tenants to achieve optimal results for all parties.

He has developed extensive retail tenant relationships and expertise in retailer requirements. He provides in-depth industry research, market penetration analysis and creative strategies to help tenants expand their market presence.

With experience in all facets of retail real estate, Larry has represented national, regional and local clients in real estate leasing, acquisition, disposition and development strategies.

## PROFESSIONAL ACCOMPLISHMENTS

- Consistently recognized as a top producer by Velocity Retail and De Rito Partners
- Over 175 Edward Jones Investments offices opened nationally in 24 months
- Expanded footprint for European Wax Center in Arizona from 6 to 20 locations

## BUSINESS BACKGROUND

Larry has more than 14 years of commercial real estate experience in the sale and leasing of retail and office properties, corporate leasing, development, and construction management.

Prior to Colliers, Larry was an associate vice president with Velocity Retail Group in Phoenix, representing landlords and tenants in the sale and leasing of retail properties.

Previously, Larry was a retail leasing agent with De Rito Partners in Phoenix, working on behalf of landlords and tenants in the sale and leasing of retail space. His experience also includes working at Prudential CRES/Shea Commercial and DKS Development & Brokerage, where he negotiated the sale and leasing of retail as well as office and office condo properties.

As a corporate services specialist at Colliers Turley Martin Tucker in St. Louis, Larry coordinated site analysis and selection, LOI/lease negotiations and construction management on over 175 locations nationally for Edward Jones Investments.

## COMMUNITY INVOLVEMENT

- Board member, Arizona Dad's Club, Paradise Valley School District
- Youth baseball coach