



Associate Vice President | Arizona  
Gleason-Halley Industrial Team

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2390 E Camelback Rd  
Suite 100  
Phoenix, AZ 85016

#### **Education or Qualifications**

Arizona State University

Abilene Christian University

Arizona School of Real Estate  
and Business

AZ Dept. of Real Estate -  
Salesperson's License

#### **Affiliations or Memberships**

NAIOP, the Commercial Real  
Estate Development Association

## Melissa Marks

### **Area of Expertise**

Melissa Marks is an associate vice president with Colliers, specializing in the sale and leasing of industrial and land properties, working on behalf of landlords, tenants, sellers, and buyers.

Partnering with Bonnie Halley and Brian Gleason, the team serves clients across the West Valley submarkets of metropolitan Phoenix.

Leveraging her in-depth market knowledge, Melissa effectively positions properties in the marketplace to reach targeted tenants and buyers. She aligns marketing strategies with her clients' business objectives to deliver optimal results. Clients appreciate her proactive approach to quickly move property marketing and negotiations forward to save them both time and money.

Known for her strengths in problem-solving, reasoning, and analysis, Melissa quickly identifies and resolves transactional issues. Clients trust her to consistently prioritize their best interests.

Serving as a collaborative partner to her clients, Melissa develops long-term relationships built on mutual trust and respect. She believes a key factor to successfully closing transactions is the degree to which all parties trust each other.

Melissa brings a positive and enthusiastic energy to working with clients and peers, starting each day with an optimistic attitude. She embodies the adage of doing what you love and loving what you do.

### **Professional Accomplishments**

- Represents owners with over 2.2 million square feet of industrial assets
- 2024 – People to Know, *AZ Big Media*
- 2024 – CoStar Power Broker Award

### **Business Background**

Before joining Colliers, Melissa was an associate at Phoenix West Commercial, where she specialized in industrial and office properties. She built a strong client base through effective marketing and referrals, earning recognition as Rookie of the Year.

She also served as administrator for FourteenSix, Inc., managing finances, policies, and a \$250,000 budget. Earlier in her career, Melissa worked as a project coordinator for Toyota in San Diego, leading international policy initiatives and supporting management teams with new customer care strategies.

### **Community Involvement**

Melissa and her husband founded FourteenSix, Inc., an Arizona non-profit organization, 17 years ago. She enjoys pouring her love into the children there in her free time; and she is active in her church, particularly in women and children's ministry.

**Melissa Marks**

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**Representative Clients and Projects**

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Project leasing team for over 2.2 million SF of light industrial and office buildings in the West Valley on behalf of Reliance Management

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Project leasing team for Reliance Management's FLITE Goodyear, with ±900,000 SF of industrial and office buildings, including 250,000 SF of the former Lockheed Martin Facility

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Project leasing team for Avondale Commerce Center, with 590,000 SF of light industrial space in 11 buildings at Van Buren and Fairway Drive in Avondale

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