



Vice President | Arizona
Arizona Retail Services Team

paul.holland@colliers.com
Direct: +1 602 222 5055
Mobile: +1 602 692 5222
Main: +1 602 222 5000
colliers.com/arizona

2390 E Camelback Rd
Suite 100
Phoenix, AZ 85016

Paul Holland

Area of Expertise

As a vice president with the Arizona Retail Services Team with Colliers, Paul Holland specializes in the sale and leasing of retail properties, land and retail property acquisition and disposition, and retail development.

He represents both landlords and tenants and places great value in establishing long-term relationships with his clients.

Paul's platform of services includes property sales, lease negotiations, lease renewal and renegotiation, tenant representation, site evaluation and selection, demographic and market analysis, space planning, and negotiation of tenant improvement allowances.

Working closely with landlords, he develops property leasing strategies that maximize operating income and minimize vacancies.

To achieve his clients' business and financial objectives, Paul carefully guides tenants through the process of identifying their requirements, site selection and lease negotiations.

As a skilled negotiator with in-depth knowledge of the marketplace, Paul is committed to helping clients make strategic real estate decisions for their businesses.

Clients benefit from Paul's more than 35 years of retail real estate experience.

Professional Accomplishments

In 2008, Paul was ranked by Colliers International as one of the top 20 retail producers in the greater Phoenix region and in the United States.

Business Background

Paul has specialized in retail properties since beginning his career in commercial real estate in 1983.

His experience includes 14 years with Grubb & Ellis four years with Koll.

In 1997, Paul joined Insignia/ESG, which was acquired by CBRE in 2003.

Community Involvement

- Boys & Girls Club of Metro Phoenix, Director

Education or Qualifications

Bachelor of Science
Business Marketing
Arizona State University

Affiliations or Memberships

International Council of
Shopping Centers (ICSC)



Paul Holland

Vice President | Arizona
Arizona Retail Services Team

paul.holland@colliers.com
Direct: +1 602 222 5055
Mobile: +1 602 692 5222
Main: +1 602 222 5000
colliers.com/arizona

2390 E Camelback Rd
Suite 100
Phoenix, AZ 85016

Notable Clients & Projects

Glendale Mercado – 42,000 SF neighborhood center, Glendale	Native New Yorker
Prescott Valley Crossroads – 100-acre power center	Macaroni Grill, 66,398 SF
Village at Country Corners – 11.10-acre center, Phoenix	Communities Southwest
Shops at Country Corners – 9.93-acre neighborhood center, Phoenix	Kitchell Development Company
Plaza at Country Corners – 9.26-acre neighborhood center, Phoenix	SunCor Development Company
Wigwam Crossing – 150,000 SF neighborhood center, Litchfield Park	Donahue Schriber
Pasadera – 673,000 SF mixed use development, Avondale	Paulsen Properties
Tatum Point – 6.5 acres	Evergreen Development
Sawmill Crossing – 14-acre theater anchored center, Payson	Safeway
Filiberto's	Quik Trip
Auto Zone 45,000 SF	Hobby Lobby, 54,295SF
World of Beer	Chili's Brinker International, 52,547 SF
TCBY Yogurt	Cracker Barrel, 65,000 SF
Chase Bank, 54,000 SF	One Stop Plaza, \$6.7 million
Kohl's, \$6.5 million	22.5 acres land, \$8.4 million
11 acres land, \$11.3 million	32 acres land, \$5 million
6.2 acres land, \$5.4 million	11 acres land, \$3.7 million
17 acres land, \$4.4 million	