



Executive Vice President | Arizona Industrial Services

payson.macwilliam@colliers.com
Direct: +1 602 222 5060
Mobile: +1 602 451 9811
Main: +1 602 222 5000
colliers.com/arizona

2390 E Camelback Rd
Suite 100
Phoenix, AZ 85016

Payson MacWilliam

Area of Expertise

Payson has been in commercial real estate since 1986, specializing in industrial sales and leasing in the Southwest Valley distribution market.

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, City of Tolleson and CapRock Partners.

As an executive vice president with Colliers in Arizona, Payson partners with Don 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. Payson and Don 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 percent in the past 10 years.

Professional Accomplishments

- Colliers Everest Club, recognizing the Top 10% of Producers in the Americas in 2021, 2020, 2019, 2016, 2015, 2013, 2012
- Ranked Colliers Top 10 Producer in 2019, 2020, 2011 to 2017, 2005 to 2009
- Ranked Colliers Top 5 Team in 2020, 2019, 2011 to 2016, 2006 to 2009
- CoStar Power Broker Award for Top Industrial Leasing Broker from 2012 to 2020
- 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

Payson has been a member of the Boys Team Charity since 2004 and is a lifetime member of the Brophy Dad's Club. He is also involved with and supports these charitable organizations:

- Andre House
- St. Mary's Food Bank
- Feed the Homeless Foundation

Education or Qualifications

Bachelor of Science
Finance
Arizona State University

Affiliations or Memberships

NAIOP, the Commercial Real Estate Development Association



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“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.

Notable Developer Clients

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

Notable Transactions – Partial List

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
Industrial lease of 226,436 SF for a 10-year term – Amerimax
Industrial lease of 438,687 SF for a 10-year term – Hello Fresh

Recent Awarded Assignments

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 of speculative development (Majestic)