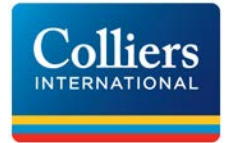




Thomas T. Woods

SENIOR EXECUTIVE VICE PRESIDENT
ARIZONA RETAIL SERVICES TEAM



tom.woods@colliers.com

EDUCATION AND QUALIFICATIONS

Bachelor of Science
Business Administration
Real Estate Major
University of Arizona

AFFILIATIONS AND MEMBERSHIPS

International Council of
Shopping Centers (ICSC)

CONTACT DETAILS

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colliers.com

AREA OF EXPERTISE

Tom Woods is a senior executive vice president with the Arizona Retail Services Team with Colliers.

He specializes in leasing regional power centers, representing national retail tenants, and negotiating retail investments sales across Arizona.

Tom partners with his son Brian Woods. As a second generation commercial real estate broker, Tom previously partnered with his father Don Woods, who started in real estate in Phoenix in 1953.

Landlords and tenants have entrusted Tom to handle their real estate needs for more than 45 years.

Keeping integrity and character at the top of the priority list, the Woods team has developed enduring relationships and established a strong reputation as industry leaders throughout the marketplace.

By taking a personal interest in each and every client, Tom and Brian attempt to treat their clients' investments as if they were their own. This approach of accountability has led to a proven track record of results.

Countless retail tenants have entrusted our team to meet their real estate requirements. Well-known developers and landlords frequently press our team into service.

Refer to a detailed list of our tenant, landlord and developer clients on the next page.

PROFESSIONAL ACCOMPLISHMENTS

- #1 Top Producer in Greater Phoenix: 2002 thru 2004, 1998, 1996, 1995, 1989 thru 1993, 1986
- Top Five Producer in Greater Phoenix: 2013, 1992 thru 2008, 1983 thru 1990
- #1 Top Producer in the U.S. in 1993, 1986
- Woods team ranked Top 5 Team in Greater Phoenix in 2013, 2008, 2007, 2006, 2007
- Woods team ranked in Top 10 nationally in 2009
- Retail Broker of the Year in 1994
- Woods team named Brokers of the Month by Commercial Executive Magazine in 2009

BUSINESS BACKGROUND

Prior to joining Colliers International in 1982, Tom was vice president of Don Woods & Associates Commercial Brokerage Company, specializing in neighborhood shopping center development and leasing and sales of investment income property.

COMMUNITY INVOLVEMENT

Tom and his wife Debbie have three sons and attend Bethany Bible Church. Tom organizes a men's Bible study at DC Ranch.

- Tom and Debbie support the Southwest Autism Research & Resource Center (SAARC).
- Board Member – Tales From the Tour (non-profit Christian outreach)
- Former Chairman – Abundant Life (non-profit Bible teaching ministry)
- Former Asst. Varsity Football/Basketball Coach for Scottsdale Christian Academy

Thomas T. Woods

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"I have always enjoyed working with Tom and Brian because of the professionalism and integrity they bring to the equation. Their representations are factual and accurate and their follow through gets results.

Wally Chester
WDP Partners
(Westcor Development Partners)

REPRESENTATIVE CLIENTS AND PROJECTS

SEC I-10/Elliot, Tempe, Ariz.—Sold 135 acres for \$29.5 million on behalf of U-Haul International Corporation to a developer for a mixed use development

NEC I-17/Bell Road, Phoenix, Ariz.—Sold 40.64 acres for \$13,363,958 million on behalf of Denro to Diversified Partners/Berge for a power center now occupied by Home Depot and Red Bath & Beyond

Worked on behalf of buyer and seller on sale/leaseback transactions involving Chase Bank and Dimension Cable valued at over \$13 million

Negotiated sale of 103,500 SF Safeway Plaza at the NEC of 51st Ave & Olive in Glendale, Ariz. Represented the seller, Safeway Stores, and the buyer in the \$49.9 million transaction

Responsible for the leasing of the following power centers:

- Crossroads Towne Center – 1.3 million SF; and Gilbert Gateway Towne Center – 800,000 SF – Vestar Development
- Mesa Grand – 535,000 SF – Vestar Development
- Deer Valley Towne Center – 515,000 SF – Vestar Development
- Palm Valley Pavilions – 300,000 SF – SunCor Development
- Las Tiendas Village – 200,000 SF – Vestar Development
- Bell Towne Center – 533,000 SF – Nexus Development

Tenant clients include Longhorn Steakhouse, Olive Garden, Red Lobster, Village Inn, Applebee's, Tuesday Morning, Michaels, Pier 1 Imports, Famous Footwear, Payless Shoesource, Sleep America, Destination Maternity, BJ's Brewery, Burger King, LensCrafters, Villa Sport, Mor Furniture, TCF Bank, Vitamin Shoppe, Gentle Dental, YC's Mongolian BBQ, Sushiholic, Pet Supplies Plus, and uBreakiFix

Developer and landlord clients include Vestar Development, Sunbelt Holdings, The Barclay Group, Vertical Holdings, Wolford Development, TradeCor, Circle G Development, FERRADO and Nexus Development.