

The top leaders in Arizona real estate

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> DEVELOPERS

Drew Brown/DMB Realty [www.dmbrealty.com]

Drew Brown and DMB designed the mold for high-end master-planned communities when it built DC Ranch in north Scottsdale. Now, DMB follows up with Verrado, an 8,800-acre development in the West Valley, which features unique architecture styling for every home.

Donald R. Diamond/Diamond Ventures [www.diamond-ventures.com]

Donald Diamond's real estate developments encompass residential, industrial and commercial projects throughout the U.S. In 2005, DV is developing Villago, a master-planned community in Casa Grande, Saddleback Heights, a community in Peoria and Northwest Medical Center's Marana Urgent Care Facility.

Steve Ellman/Ellman Companies [www.phoenixcoyotes.com]

Steve Ellman and the Ellman Companies are in high gear developing the real estate at Westgate City Center in Glendale. Besides the 20,000-seat Glendale arena, Westgate will include 6.5 million SF at buildout of retail, hotel, office and residential development. Phase I is in progress during 2005.

John W. Graham/SunBelt Holdings [www.sunbeltholdings.com]

John Graham heads SunBelt Holdings, a company that has done well with a variety of real estate ventures, from golf courses to active adult communities to business parks. Many of today's successful master-plans have the SunBelt name, including Power Ranch and the new 7,100-acre Vistancia community in Peoria.

M. Tracy Hammer/McShane Construction Corporation [www.mcshane.com]

The McShane Companies, headquartered in Illinois, act as developers and contractors for notable local projects, including East Gateway center in Phoenix, the 300,000 square foot Chandler Industrial Park, and Thunderbird Office Park in Peoria.

Lee Hanley/Vestar [www.vestar.com]

Lee Hanley heads Vestar, a regional retail developer with numerous developments targeting greater Phoenix. In 2005, watch for the opening of the Happy Valley Towne Center, the Gilbert Gateway Towne Center, the Crossroads Towne Center, and Las Tiendas in Chandler. Total square footage for these four centers opening this year is 2 million.

Sharon Harper/The Plaza Companies [www.theplazaco.com]

Sharon Harper, president and CEO of The Plaza Companies, has built more than \$390 million in development, much in the West Valley. She appears to have the midas touch—everything the company touches turns to gold. Recently, the company developed the Estrella Medical Plaza I in west Phoenix.



David Krumwiede/Lincoln Property[www.lpc.com]

Once an executive at Opus West, David Krumwiede is now Executive VP with Lincoln Property the firm developing Lincoln Commerce Park, with 224,000 square feet of office space and four free-standing retail buildings along the red-hot Pima Road Corridor.

Robert McNichols/Daedalus[www.daedalusllc.com]

Robert McNichols, managing partner of Daedalus Real Estate Advisors, is developing the 1.8 million-square-foot, \$180 million Longbow Business Park and Golf Club in northeast Mesa. Some have tagged the area the "next Scottsdale Airpark."

Francis Najafi/Pivotal Group[www.pivotalgroup.com]

Francis Najafi and Pivotal Group, won the bidding for a 124-acre parcel in north Scottsdale near Desert Highlands with a bid of \$10.1 million. This parcel is planned for high-end custom homes.

John Ogden/SunCor[www.suncoraz.com]

SunCor, with John Ogden at the top, has its hand in just about every facet of real estate development, from master-planned communities to auto parks to golf courses. SunCor was the first to develop a major project at the Tempe Town Lake in 2001; a second tower is underway in 2005. Longtime attorney and lobbyist Steve Betts assumes the role of SunCor president for Ogden, who retires later this year.

Jim Pederson/Pederson Group[www.pedersoninc.com]

For 20 years, Jim Pederson has led the Pederson Group. One of the company's retail jewels is The Promenade, a successful 1-million-square-foot, open-air development at the southeast corner of Scottsdale Road and Frank Lloyd Wright Boulevard that includes retail and office space.

Tom Roberts/Opus West[www.opuswest.com]

Tom Roberts at Opus West is overseeing major projects in 2005, including the

Scottsdale Waterfront, and at the 101 Freeway and Via de Ventura along the growing Pima Road corridor. The Opus name is also synonymous with The Esplanade, the high-rise, mixed-use development at 24th Street and Camelback.

Kurt Rosene/The Alter Group[www.altergroup.com]

Kurt Rosene and The Alter Group are tackling a \$400 million mixed-use office/retail project near Scottsdale on land owned by the Salt River Pima-Maricopa Indian Community. This project includes 2 million square feet of corporate office space and retail shops, all adjacent to the ever-growing Loop 101 freeway.

William C. Schubert/Kitchell[www.kitchell.com]

Bill Schubert and Kitchell have their imprint on dozens of office, retail, and health care projects across Arizona. In 2005, Kitchell continues the redevelopment of the Valley Ho Resort in Scottsdale, scheduled for completion in November.

John Strittmatter/Ryan Companies[www.ryancompanies.com]

Since Ryan Companies landed in the Valley in 1994, with John Strittmatter heading the regional office, the company has strategically built office and industrial properties throughout the Valley. Projects underway in 2005 are the Desert Ridge Medical Office Building Phase II, and the Desert Ridge Corporate Office Building.

Buzz Gosnell/Woodbine Southwest[www.kierlandcommons.com]

Buzz Gosnell and Woodbine Southwest have played a major role in the development of high-end open-air retail centers in Arizona. Woodbine's Kierland project in the north Valley is touted as one of the hottest mixed-use developments in the Southwest. Woodbine will parlay that success with their next project, Main Street Commons, at Pecos & Val Vista on the SanTan 202 freeway.

> GENERAL CONTRACTORS**Jeff Beecher and Craig Bergstrom/Layton Southwest**[www.layton-const.com]

Layton Southwest is building one of the largest projects ever in the East Valley, the Mesa Arts Center. This seven-acre, \$95 million project includes a performing arts center, theatre, art gallery and numerous amenities.

Mike Bontrager/Weitz[www.weitz.com]

While continuing construction on Phoenix Sky Harbor International's ongoing Terminal 4 renovation, and the Scottsdale Waterfront's Phase I, Weitz Company completed other projects, specifically the \$75 million-plus, 400,000-square-foot Wells Fargo Ocotillo Corporate Center, ahead of schedule.

Bo Calbert/McCarthy[www.mccarthy.com]

With Bo Calbert at its helm, McCarthy recently completed the Maricopa County 4th Avenue Jail and Arizona State University's new 1,650-space parking garage. Underway in 2005 for McCarthy are the Edgewater Condominiums at Hayden Ferry Lakeside.

Mike Ford/DPR[www.dprinc.com]

DPR Construction's Arizona projects include Phase I and II of the The Biodesign Institute at Arizona State University. Phase I, 172,000 square feet and Phase II, 175,000 square feet, will provide lab and office space for research in genomics, molecular biophysics, neurotraceuticals and other cutting-edge research and development.

George Hulstrom/W.E. O'Neil[www.weoneil.com]

Since 1925, O'Neil has completed projects from New York to California. O'Neil's coast-to-coast construction projects ensure expertise and skill working in various locations. Each individual company can be

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sensitive to the needs of the region and can pull the strength of O'Neil Industries, Inc. into that project.

Robert Hunt/Hunt

[www.huntconstructiongroup.com]

One of Hunt Construction Group's biggest projects is the new stadium for the Arizona Cardinals. Upon completion in 2006, it will total 1,555,000 square feet, features a retractable roof and field and 86 suites with room for 30 more. Seating capacity for the new stadium is 63,000 and can be increased to 73,000 for Fiesta Bowl and Super Bowl events.

John Largay/WesPac

[www.wespaconstruction.com]

Company Founder John Largay has developed projects around the Valley with since 1991. Vistancia, Pinnacle at Kierland III, and the renovation of Peoria's 20,000-square-foot police building into the city's new Technology Center, are some of their notable projects. Wespac was named NAIOP's General Contractor of the Year in 2004.

Howard Maurer/Core Construction

[www.coreconstruct.com]

Core Construction, formerly known as Target General, has completed myriad successful projects, including Bank One Ballpark

and the University of Arizona Integrated Learning Center. Core continues to add big projects to its resume in 2005, including Schumacher European and the Bethany Towne Center.

Mark Pendleton/Kitchell

[www.kitchell.com]

This \$500 million, privately-held firm headquartered in Phoenix has completed numerous local and national projects in health care, custom homes, master-planned communities and Native American projects. Gateway Pavilions, the Barrow Neurological Institute tower on the St. Joseph's Hospital campus, and a renovation of the Phoenix Theatre's Little Theatre's Cookie Company are recent projects.

J. Doug Pruitt/Sundt

[www.sundt.com]

Sundt and DPR Construction have combined to build first two phases of the Arizona Biodesign Institute, a four-building complex that will eventually cover almost 1-million gross square feet on the east side of the Arizona State University campus.

David R. Sellers/LGE Design Build

[www.lgedesignbuild.com]

LGE Design Build acts as both developer and contractor, signing more than \$142 million of projects in 2004. LGE has more than 10

million square feet of design build services, including Elliott Commons in Gilbert, Airpark Car & Truck Rental in Scottsdale and Scottsdale Gun Club.

Craig Shaw/Perini

[www.perini.com]

Perini had a hand in building Bank One Ballpark and built the Glendale Arena. Most recently, Perini was tagged to be the general contractor for the new Sheraton in downtown Phoenix and is the general contractor for Westgate City Center in Glendale.

Michael L. and Gary T. Smith/Jokake

[www.jokake.com]

With projects spanning multiple industries including health care and biosciences, financial, real estate, institutional and more, Biltmore Bank of Arizona, The Stockyard's and Baywood Medical Center are just a few of Jokake's projects.

Jeffrey Stone/Summit Builders

[www.summitbuilders.com]

Some of Summit Builders' projects for 2005 include Bank One of Arizona Operations Center Phases I & II, Happy Valley Towne Center and the Hilton Garden Inn in Scottsdale.

Kevin Van der Molen/Turner

[www.turnerconstruction.com]

Involved in high profile projects across the country, Turner is working on numerous local projects including the Arizona State University East Campus Union, McQueen Municipal Maintenance Yard, City of Chandler IT Building Renovation and Expansion, The Mall at Sierra Vista, Gilbert Health Center and the Phoenix International Raceway Grandstand and Seat Expansion.

Dan Withers/DL Withers

[www.dlwitthers.com]

Dan Withers leads DL Withers, the Phoenix-based builder which has built retail, office, health care and myriad other projects around Arizona for more than 20 years. Public projects, including work at Sky Harbor, have been a mainstay for the company.

> ARCHITECTURAL FIRMS

Richard Butler/Butler Design

[www.butlerdesigngroup.com]

Phoenix-based Butler Design Group was chosen as the executive architect for the Tempe Marketplace project, which will open in Spring 2006. Outdoor fireplaces, raised dining patios, water features, mist systems and extensive landscaping and light and laser elements will be incorporated into the project.

Michael Davis/DFD CornoyerHedrick[www.dfdch.com]

Founded in 1975, Phoenix-based DFD is one of the most respected architecture and design firms in the Southwest. The firm has been awarded design projects for 2005 such as Hayden Ferry Lakeside Phase II and downtown development Portland Place a mix of urban condos and contemporary brownstones at Central and Portland avenues.

Michael Medici/SmithGroup[www.smithgroup.com]

Dedicated to design excellence and environmental sustainability, SmithGroup's creativity is evidenced in projects such as the IGC/TGen Headquarters Facility.

Vernon D. Swaback/Swaback Partners[www.swabackpartners.com]

Unique design has become the signature of a Swaback Partners' project. The 25-year-old firm has provided architectural and design services for the likes of Forest Highlands, Troon North Golf Clubhouse, Cactus Park Aquatics and Fitness Center, Hangar One and Kartchner Caverns.

Paul Winslow and Herman**Orcutt/Orcutt Winslow**[www.owp.com]

In 2004, AIA named Orcutt Winslow its architectural firm of the year. The firm has put its personal touch on projects such as Alterra of Tempe, a 58-bed, 30,000-square-foot Alzheimer's residential facility.

Nirmal Mangal, AIA/Leo A Daly[www.leoadaly.com]

This international firm has offices throughout the country and has completed many projects worldwide. Closer to home, Leo A Daly has provided design and construction services, mechanical, electrical and plumbing engineering, as well as interiors [including FF&E] for projects such as the John J. Ross-William C. Blakley Law Library at Arizona State University.

> RETAIL**Walt Brown and Tim****Dollander/Diversified Partners, Inc.**

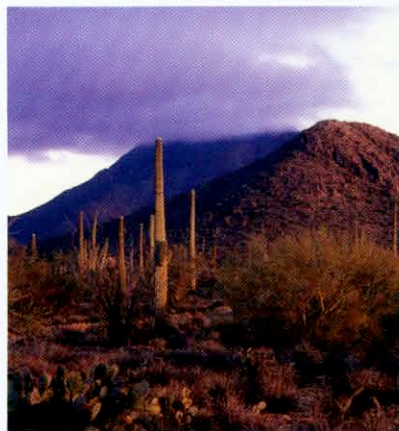
This up-and-coming Scottsdale-based development firm is planning a power center in east Mesa at U.S. 60 and Signal Butte. The nearly 900,000-square-foot project should be completed in 2006. Diversified Partners is planning other retail centers in the southeast Valley.

Marty De Rito/De Rito Partners[www.derito.com]

De Rito Partners has been approved for a 100-acre auto mall on the southwest corner of Pecos and Gilbert roads. The firm is also a lead in the controversial Riverview at Dobson, a sprawling retail project which will go before voters this May. No strangers to retail, De Rito Partners has developed 17 retail properties totaling more than 3 million square feet and has leased more than 7 million square feet. The firm has a portfolio of 137 shopping centers Valleywide totaling more than 13.6 million square feet.

Lee Hanley/Vestar[www.vestar.com]

Lee Hanley heads Vestar, a regional retail developer with numerous developments targeting Greater Phoenix. In 2005, watch for the opening of the Happy Valley Towne Center, the Gilbert Gateway Towne Center, the Crossroads Towne Center, and Las Tiendas in Chandler. Total square footage for these four centers opening this year is 2 million.

**David Scholl, et al/Westcor**

Westcor's portfolio consists of 56 malls and 21 community centers in 21 states, aggregating 58 million square feet of GLA. Macerich malls are operated as an integral part of the communities they serve, as evident with many of the Valley's malls from Chandler Fashion Center to the Borgata.

Rick Sodja/PDG America[www.pdgamerica.com]

Under CEO Rick Sodja, PDG develops shopping centers throughout the Southwest, including Tucson Marketplace, Peoria Station and Bethany Towne Center.

Rob Ward et al/WDP Partners, Inc.

The development company, formed by six former Westcor executives when Macerich purchased Westcor in 2002, includes Wally Chester, Bob Mayhall, Jack Rasor and Rob Ward. WDP Partners, opened its first major project in late 2004, the Yuma Palms Regional Center, a 1-million-square-foot mall anchored by Dillard's and JC Penney.

> INDUSTRIAL**Doug Barkdull/Buzz Oates**[www.buzzoates.com]

Buzz Oates develops bulk distribution centers and has done well in the West Valley and along the 1-10 corridor with projects including Buzz Oates Commerce Center, Buzz Oates Distribution Center, Papago Industrial Park and the 75th Avenue Distribution Center.

Fred Stiles/EJM Development Company[www.ejmdevelopment.com]

EJM Development Co. was formed in 1973 by Eugene and Jerry Monkarsh to acquire, develop and manage industrial, commercial and residential properties. Since then, the family-run company has grown to its current status as one of the leading industrial/commercial developers in the western states of California, Nevada, Arizona and New Mexico. Locally, EJM has been hot in developing industrial projects in the West Valley and along the 1-10 corridor.

Jonathan Tratt/Tratt Industrial[www.trattindustrial.com]

Jonathan Tratt has been active in the Phoenix industrial real estate market for

nearly 20 years. In 1986, he started his brokerage career as an industrial specialist with Iliff Thorn and in 1990, moved to Daum Commercial Real Estate Services. In 1992, Tratt founded Industrial Brokerage, Inc., the predecessor to Tratt Industrial and has developed numerous industrial projects, mostly in the West Valley.

> INDUSTRY/ ASSOCIATIONS

Maria Baier/Valley Partnership [www.valleypartnership.org]

As Executive Director of Valley Partnership, Baier advocates for responsible development for the commercial, industrial and master-planned real estate development industry on public policy issues.

Grady Gammage, Jr./ **Gammage & Burnham** [www.gblaw.com]

Every homebuilder in Arizona owes a debt to Grady Gammage, Jr. This scion of Arizona real estate helped craft the innovative Urban Lands Act, which allows the State Trust lands to be sold for private development. Gammage is also considered an expert in Arizona's water supply issues.

Mark Minter/Arizona Builders' Alliance [www.azbuilders.org]

This organization represents more than 300 companies and their employees from open shop and union to general contractors, sub-contractors, professional service firms and suppliers supporting the construction industry.

Jackie Norton/NAIOP [www.naiop-az.org]

Considered to be the voice of commercial real estate in Arizona, NAIOP, with Norton at the helm, has taken the lead on political action aimed at promoting sustainable economic development and improving the general business climate in the state.

> LAND

Nate Nathan, Nathan & Associates [www.nathanandassociatesinc.com]

Founded in 1980 by James T. "Nate" Nathan, Nathan & Associates, Inc. concentrates on brokering raw land acquisitions in the Phoenix metropolitan area, southern California, Nevada, Colorado, and Hawaii. The firm specializes in master-planned,

commercial retail, multi-family, industrial and office properties. Today, the firm has exclusive listings on more than 250,000 residential lots.

Greg Vogel, Arizona Land Advisors [www.landadvisors.com]

Greg Vogel founded Arizona Land Advisors in 1987 and since that time has been an active land broker—mostly in the southwestern portion of Maricopa County. Vogel's firm specializes in large land parcels for master-planned communities, speculative investment and sites for large employers.

Mark Winkleman/ **State Land Commissioner** [www.land.state.az.us]

As Arizona State Land Commissioner, Mark Winkleman has much control over what gets developed and where. He is trustee of 9.3 million acres of Arizona State Trust land, with nearly 600,000 acres of that being in and around major cities in Arizona.

> MULTI-FAMILY

Bruce Gray/Gray Development [www.graydevelopment.com]

As head of Gray Development Group, Bruce Gray has spearheaded the development of hundreds of upscale apartment communities, raising the bar of what renters in the Valley expect from the renting experience. Look for Mondrain Tempe Town Lake in 2005.

Jeffrey Mark and **Scott Taylor/Mark Taylor** [www.mark-taylor.com]

Mark-Taylor apartment communities have raised the level of the multi-family experience. A white sandy beach at a lagoon swimming pool, state-of-the-art fitness center and concierge services like spa appointments, tickets to the game and airport transportation are some of the services available at a Mark-Taylor community.

Ken Losch et al/Trillium [www.trilliumresidential.com]

As an integrated real estate company, Trillium combines development, construction, finance and property management disciplines all under one roof. Projects include Trillium at Rio Salado, Traditions, Trillium at

Galleria, The Preserve Townhomes, The Lofts at Grayhawk, Dobson Towne Center and Chandler Place Apartments.

David R. Picerne/ **Picerne Real Estate Group** [www.picerne.com]

David Picerne, and Picerne Real Estate Group, has overseen the development of thousands of new multi-family units pioneering upscale amenities that rival the finest hotels. The firm's current portfolio consists of more than 23,000 homes under ownership and management.

Michael Tarver and **Philip Bell/MT Builders** [www.mtbuilders.com]

Multi-family, senior living, retail, office/industrial, tenant improvement and churches and schools are some of the areas that MT Builders has put its stamp on around the Valley since the company's inception in 1995. Main Street Lofts at Verrado and High Desert Village at DC Ranch are some recent projects.

> OFFICE CONDOS

Dale Cavan/Cavan Commercial [www.cavancommercial.com]

Cavan Commercial develops office condo developments, such as the Offices at Grayhawk and the Sonoran Office Plaza, providing office ownership solutions around the Valley for the hot office condo market.

Jim Riggs/Shea Commercial [www.sheacommercial.net]

Jim Riggs heads Shea Commercial, one of the largest developers of office-condo projects in the U.S. Arizona projects include Scottsdale Ridge and Warner Village.

Craig Willett/ **UTAZ Development Corporation** [www.utaz.com]

UTAZ develops office condos around the region and has been involved in projects such as the Val Vista Professional Park, Thunderbird Professional Village and San Tan Professional Village.