



## PANELIST IN CONFERENCE MARK J. DUCLOS SIOR

Sentry Commercial, Hartford, CT, served as a panelist at the 23rd Annual Connecticut Commercial Real Estate Conference.



## STEMMONS SERVICE AWARD ALLEN GUMP SIOR, CCIM

Colliers International, Dallas, TX, was awarded the "2013 Stemmons Service Award."



## AWARDED IND. DEAL OF THE YEAR JOHN GARTNER SIOR

Colliers International, Cincinnati, OH, was honored with the "Industrial Deal of the Year" at the NAIOP Annual Night of the Starts Awards Dinner in November.



## ACHIEVEMENT AWARD EDWARD INDVIK SIOR

Lee & Associates, Irvine, CA, was awarded the "William J. Lee Lifetime Achievement Award."



## DEAL OF THE YEAR AWARD KRISTIN T. GEENTY SIOR

Branford, CT, The Geenty Group Realtors, was recognized by The New Haven CID (Commercial Investment Division of the Realtors) with the "Deal of the Year" Award. Kevin C. Geenty, SIOR was the cooperating member with her to list and sell the largest industrial real estate transaction in 2013.



## CRE CONFERENCE PANELIST STEVEN K. INGLESE SIOR

New Haven Group, New Haven, CT, served as a panelist at the 23rd Annual Connecticut Commercial Real Estate Conference.



## DEAL OF THE YEAR AWARD KEVIN C. GEENTY SIOR

Branford, CT, The Geenty Group Realtors, was recognized by The New Haven CID (Commercial Investment Division of the Realtors) with the "Deal of the Year" Award. Kristin T. Geenty, SIOR was the cooperating member with him to list and sell the largest industrial real estate transaction in 2013.



## NEW CBRE OFFICE IN CO PETER C. KAST SIOR, CCIM, CBRE

Fort Collins, CO, has joined with CBRE to open a new CBRE office in Fort Collins, CO.



**LEADERS OF LEE AWARD  
TODD S.  
LAUNCHBAUGH  
SIOR**

Lee & Associates, Ontario, CA, was one of the recipients of the 2013 Leaders of Lee award.



**ELECTED CHAIRMAN  
GARY M. RALSTON  
SIOR, CCIM, CPM, CRE**

Gary M. Ralston, SIOR, CCIM, CPM, CRE, Coldwell Banker Commercial Saunders Ralston Dantzler Realty, Lakeland, FL, has been elected Chairman of the Polk County Board of Commissioners.



**APPOINTED S.C.  
COMMISSION  
DAVID C. LOCKWOOD  
SIOR, CCIM**

Colliers International, Columbia, SC, was appointed by members of the South Carolina State Senate and House of Representatives to the South Carolina Real Estate Commission representing the Second Congressional District.



**NOMINATED FOR  
EXECUTIVE OF YEAR  
LARRY W. ROBERTS  
SIOR, CIPS, CRS, CLHMS**

Larry W. Roberts, SIOR CIPS, CRS, CLHMS, e-Pro, NAI Bahamas, Nassau, Bahamas, was the first Bahamas Real Estate Association (BREA) to be nominated by the Bahamas Financial Services Board (BFSB) for its Executive of the Year award.



**CORENET TOP RATED  
FACULTY  
ROBERT J. NAHIGIAN  
SIOR, CRE, FRICS, MCR**

Auburndale Realty, Newton, MA, was named by CoreNet Global as it's' "2013 Top Rated Faculty."



**RECEIVES HUMANITARIAN  
AWARD  
JOHN W. SPEROPULOS  
SIOR, CCIM**

Mitch Cox Realtor, Inc, Johnson City, TN, received the 2013 Mark Keesecker Humanitarian Award by the Northeast Tennessee Association of REALTORS®.



**IND. DEAL OF YEAR  
SI PITSTICK  
SIOR, CCIM**

Cincinnati Commercial REALTORS/ Cushman & Wakefield Alliance, Cincinnati, OH, was awarded Industrial Deal of the Year at the 2013 NAIOP Night of the Stars.



**A GREAT 34 YEARS  
LAURENCE J. TAYLOR JR.  
SIOR RETIRED**

Laurence J. Taylor Jr., SIOR Retired, has retired from the CRE industry after 34 years. A highlight of his 34 year tenure in the industry has been his involvement with and in SIOR.

25  
Years

Celebrating 25 years of serving  
our commercial real estate clients  
locally, nationally, and globally.

25 years of local market expertise.

25 years of exemplary service.

25 years of trusted relationships.

25 years of locally owned and  
globally connected firms.

Celebrating our First 25 years.

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of building strong relationships  
around the world.



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## SAO PAULO EVENT

FELIX G. TEJADA

SIOR



Alles Group of Monterrey, Garza García, Mexico, presented at the IAMC International Sao Paulo Event. The title of his presentation was, "Helping Your Clients Navigate the Mexican Industrial Markets: Market Overview."

## MARCH OF DIMES

DAVID Y. WOOD

SIOR



Cassidy Turley Harry K. Moore, Louisville, KY, received the "March of Dimes 2013 Commercial Real Estate Achievement Award (REACH)."

PUBLISH YOUR MEMBERS  
NEWS HERE FOR THE  
PROFESSIONAL REPORT  
SUMMER 2014 ISSUE!

WE WANT TO SHOWCASE AS MANY  
MEMBER ACCOMPLISHMENTS AS  
POSSIBLE EACH QUARTER.

IF YOU ARE INTERESTED IN SUBMITTING  
YOUR AWARD, PLEASE SEND A BRIEF  
DESCRIPTION OF THE ACCOMPLISHMENT,  
ALONG WITH FULL CONTACT  
INFORMATION TO  
[MEMBERSHIP@SIOR.COM](mailto:MEMBERSHIP@SIOR.COM).

*Errata: Professional Report Winter 2013  
Member to Member Transactions:*

*Daniel Knudson, SIOR; Mike Capobianco  
SIOR, Ken Hulbert*

*Industrial Unit, Lease, 270,000 Sq. Ft.,  
Transaction Amount: \$6,265,600\**



**NOW CRESA DALLAS**  
**SUSAN ARLEDGE**  
SIOR

Susan Arledge, SIOR, Cresa Dallas, Dallas, TX, announced that her firm Arledge Partners Real Estate will become Cresa Dallas as of October 1, 2013.



**NEW MANAGING DIRECTOR**  
**SAMUEL C. HURLEY**  
SIOR, CCIM

Samuel C. Hurley, SIOR, CCIM, Newmark Grubb Cressy & Everett, Grand Rapids, MI, has been named managing director of the newly established West Michigan office of Newmark Grubb Cressy & Everett.



**NEW SENIOR V.P.**  
**JIM G. BIJOU**  
SIOR

Jim G. Bijou, SIOR, Edmonton, AB, formerly of DTZ Barnicke, has accepted the job of senior vice president at Jones Lang LaSalle Real Estate Services Inc.



**SITE SELECTION: NW**  
**JEFFREY JAGOSH**  
SIOR

Jeffrey Jagosh, SIOR, Site Selection NW, Tacoma, WA, started his own company in the Seattle-Tacoma market, Site Selection NW. The majority of his time will be focused on industrial site selection in the Port of Tacoma and Seattle markets.



**NEW CBRE SR. V.P.**  
**JEFFREY H. GAGE**  
SIOR, CCIM, MRICS, CBRE

Jeffrey H. Gage, SIOR, CCIM, MRICS, CBRE, Stamford, CT, has accepted the position of Senior Vice President at CBRE.



**NEW EXECUTIVE MANAGING DIRECTOR**  
**GEOFFREY M. KASSELMAN**  
SIOR, LEED, AP

Newmark Grubb Knight Frank, Chicago, IL, has recently accepted the position of executive managing director, national industrial practice leader at Newmark Grubb Knight Frank.



**NOW CORFAC INTL.**  
**RICHARD HEILMANN**  
SIOR

Richard Heilmann, SIOR, The Arlington Group, Red Bank, NJ, has announced that his company, The Arlington Group, will be a part of CORFAC International, representing CORFAC International in Conshohocken, PA and Red Bank, NJ.



**NEW CBRE SENIOR VP.**  
**WORTH REMICK**  
SIOR, CBRE

Worth Remick, SIOR, CBRE, Norfolk, VA, has been promoted to Senior Vice President at CBRE| Hampton Roads.



## NEW MANAGING DIRECTOR MOSES L. SALCIDO SIOR

Moses L. Salcido, SIOR, CNL Commercial Real Estate, Orlando, FL, has accepted the position of Managing Director at CNL Commercial Real Estate.



## JOINS CORFAC GLOBAL ROSTER STANLEY FINKELSTEIN SIOR, REBC

Stanley Finkelstein LTD., Herzlia, Israel, announced that Stanley Finkelstein LTD will become a part of CORFAC International's global roster of independent and entrepreneurial commercial real estate service providers.



## STARTS NEW COMPANY JOHN A. SABOURIN SIOR

John A. Sabourin, SIOR, Tenant Guardian, Newport Beach, CA, has started his own company, Tenant Guardian.

### REPRESENTING CENTRAL PENNSYLVANIA

# LANDMARK COMMERCIAL REALTY INC.



**W. JASON GRACE** CCIM, SIOR    **DAVID REMMEL** PE, SIOR    **JAMES BRADY** SIOR    **THOMAS POSAVEC** SIOR



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John Robbins, SIOR, FRICS  
2014 Northern California  
Chapter President



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## INDUSTRIAL SPECIALIST

Goran Brelih, SIOR	Cushman & Wakefield LTD.	1331 N. California Blvd., Walnut Creek CA, 94596	p: 416.512.8735	goran.brelih@ca.cushwake.com
Ted Davis, SIOR, CCIM	Avison Young Commercial Real Estate Southwestern Ontario	1225 17th St., Ste. 1900, Denver, CO, 80202	p: 226.366.9040	ted.davis@avisonyoung.com
David Gilkie, SIOR, CCIM	NAI Hunneman Commercial	24701 Halsted Rd., Farmington Hills, MI, 48335	p: 617.457.3202	dgilkie@naihunneman.com
Erick Johnson, SIOR, CCIM	Johnson Commercial Real Estate	23945 Mercantile Road, Cleveland, OH, 44122	p: 505.831.3333	erick@jcrenm.com
Kevin Turner SIOR	Voit Real Estate Services / CORFAC International	225 W. Main Ave., Ste. 200, Spokane, WA, 99201	p: 949.263.5391	kturner@voitco.com

## OFFICE SPECIALIST

Bruce Cowper, SIOR	Avison Young	2000 McGill College Avenue, Suite 1950, Montreal, QC, 44320	p: 514.905.5444	bruce.cowper@avisonyoung.com
Carlton Dean, SIOR, CCIM	Sperry Van Ness, Southland Commercial	2065 Thomasville Road, Tallahassee, FL, 29601	p: 850.877.6000	cdean@svn.com
Jerome Fiume, SIOR, CCIM	NAI Cummins Real Estate	787 White Pond Dr., Ste. A, Akron, OH, 19341-2545	p: 330.535.2661	jfiume@naicummins.com
Michael Gelfman, SIOR	Colliers International, Minneapolis – St. Paul	4350 Baker Rd., Ste. 400, Minnetonka, MN, 55343	p: 952.897.7875	michael.gelfman@colliers.com
Kimberly Kendall, SIOR	Bissell	13860 Ballantyne Corporate Place, Charlotte, NC, 60018	p: 704.953.1885	kkendall@bissellcompanies.com
Daniel Wagon, SIOR	Structure Commercial Real Estate, LLC	249 Pinewood Drive, Tallahassee, FL, 92614	p: 850.656.6555	daniel@structureiq.net
S. Austin Walker IV, SIOR, CCIM	Whitney Commercial Real Estate Services	1100 Ridgefield Blvd., Ste.100, Asheville, NC, 91761	p: 828.665.9085	awalker@whitneycre.com
Mark Wardlaw, SIOR	NAI Fortis Group	462 S. Fourth St., Ste. 1810, Louisville, KY, 02110	p: 502.583.4040	mwardlaw@naifortis.com
Stuart Wyeth, SIOR	NAI Earle Furman	101 E. Washington St., Ste. 400, Greenville, SC, 64105	p: 864.232.9040	swyeth@naiearlefurman.com

## EXECUTIVE MANAGEMENT SPECIALIST

Jonathan Larsen, SIOR	Cassidy Turley	555 S. Flower Street, 44th Floor Los Angeles, CA, 90071	p: 213.330.0901	jonathan.larsen@cassidyturley.com
Jay Olshonsky, SIOR	NAI Global	415 Madison Avenue, 7th Floor, New York, NY, 10025	p: 609.945.4000	jolshonsky@naiglobal.com

## CANDIDATE

Greg Barra, CCIM	Boyd Commercial, LLC / CORFAC International	2200 W. Loop S. Ste. 525	p: 713.599.3406	gbarra@boydcommercial.net
David Berglund	Colliers International, Minneapolis – St. Paul	4350 Baker Rd., Ste. 400	p: 952.897.7743	david.berglund@colliers.com
Bryce Custer	NAI Spring	4607 Cleveland Ave. NW	p: 330.966.7579	bryce@naispring.com
Adam Farber	Colliers International	301 S. College St., Ste. 3350	p: 704.409.2360	adam.farber@colliers.com
John Hassler	Zimmer Real Estate Services	1220 Washington, Ste. 200	p: 816.268.4208	jhassler@zimmercos.com
James McClendon	NAI Nashville	7000 Executive Center Drive	p: 615.377.4747	dmccleendon@nainashville.com
Matthew McDougall	Lee & Associates Arizona	3200 E. Camelback Rd., Ste. 100	p: 602.474.9561	mmcdougall@leearizona.com

## ASSOCIATE MEMBER

Ben Titus	ARCO Design/Build Midwest	1445 Brookville Way., Indianapolis, IN 32303	p: 317.308.2700	btitus@arcodb.com
Clark Whitten	County of Sacramento	700 H Street, Suite 6750, Sacramento, CA, 90071	p: 916.874.2555	whittenc@saccounty.net



# MemberToMemberTransactions

MEMBER TO MEMBER TRANSACTIONS CAN NOW BE REPORTED ONLINE AT [WWW.SIOR.COM](http://WWW.SIOR.COM).  
CHECK OUT ALL M2M DEALS ON THE SIOR WEBSITE UNDER "M2M DEALS."



THE TRANSACTIONS BELOW ARE ONES GREATER THAN \$1.8 MILLION

COOPERATING SIOR MEMBER	BUILDING TYPE	TRANS TYPE	SQ. FT. AMOUNT	\$ VOLUME
John Huguenard, SIOR, CCIM; Dominic Carbonari, SIOR; Stephen Kuhr, SIOR; and Mark Volkman, SIOR	Industrial	Investment	2,711,183	\$99,500,000
John Huguenard, SIOR, CCIM; Brian Seitz, SIOR, and Christian Barnes Jr., SIOR	Industrial	Investment	1,311,166	\$52,500,000
Steve Podolsky, SIOR, and Shane Van Sickle, Delegate	Industrial	Sale	1,068,980	\$51,000,000
Trey Odom, Delegate, and John Nicholson, SIOR	Industrial	Lease	600,004	\$41,040,273
John Huguenard, SIOR, CCIM, and John Van Buskirk, SIOR	Industrial	Sale	603,000	\$31,670,000
Gonzalo Gutierrez, SIOR, and Christopher Porter, SIOR	Industrial	Sale	5,597,000	\$24,440,000
Robin Zellers, SIOR, and Brian Edmonds, SIOR	Industrial	Lease	140,000	\$21,000,000
Randy LaChance, SIOR, and Jeff Chasan, SIOR, MBA	Industrial	Lease	170,000	\$16,000,000
John Huguenard, SIOR, CCIM; Peter Pittroff, SIOR, and Brad Cherry, SIOR	Industrial	Sale	303,188	\$15,500,000
John Huguenard, SIOR, CCIM, and Steve Schwegman, SIOR	Industrial	Sale	763,600	\$15,375,000
Hank Pruitt, SIOR, CCIM, and William Littleton, SIOR, MCR	Office	Lease	58,000	\$15,000,000
Jim Sheldon, SIOR, and Jeff Heaton, SIOR, CCIM	Industrial	Sale	275,080	\$13,800,000
John DeGrinis, SIOR, and David Hoffberg, SIOR	Other	Sale	275,080	\$12,806,400
Ed Willis, SIOR Retired, and Hank Kelly, SIOR, CPM, CRE	Office	Sale	130,112	\$12,300,000
Hank Kley, SIOR, CPM, CRE; Mark Bentley, SIOR, and Kevin Huchingson, SIOR, CCIM, CRE	Office	Sale	224,468	\$12,000,000
Simons Johnson, SIOR, MCR, CCIM; Peter Fennelly, SIOR, MCR; Lane Holbert, SIOR, CCIM, and Hagood Morrison, SIOR	Industrial	Sale	200,000	\$10,600,000
Steve Calhoun, SIOR, and Steve Bellitti, SIOR	Industrial	Lease	348,211	\$8,043,674
John Huguenard, SIOR, CCIM, Trevor Ragsdale, SIOR, and Kris Bjorson	Industrial	Sale	288,000	\$8,000,000
Steve Podolsky, SIOR, and Sim Doughtie, SIOR, CCIM, MCR, SLCR	Industrial	Sale	112 Acres	\$7,600,000
Chris Sheehan, SIOR; Steve Calhoun, SIOR, and Adam Deierling, SIOR	Industrial	Lease	221,415	\$7,515,000
Jason West, SIOR; Sean Henrick, SIOR, CCIM; Roy Splansky, SIOR, and Mark Goode, SIOR	Industrial	Sale	543,617	\$7,325,000
Mike Manzari, SIOR, CCIM, and Arthur Ross, SIOR	Industrial	Lease	860,000	\$7,135,919
Dave Simonsen, SIOR, CCIM, and Paul Perkins, SIOR, CCIM	Industrial	Sale	66 Acres	\$6,532,257
Ryan McShane, SIOR, and Kevin Dal Porto, SIOR	Industrial	Lease	375,238	\$6,375,000
Treat Macdonald, SIOR, CCIM, and Steve Podolsky, SIOR	Industrial	Lease	860,464	\$6,006,169
Jeremy Jensen, SIOR, CCIM, and Michael Jeppesen, SIOR, CCIM, LEED, AP	Lease	Sale	129,751	\$5,800,000
Mark Kegans, SIOR, and Jeff Heaton, SIOR, CCIM	Industrial	Lease	345,081	\$5,646,172



COOPERATING SIOR MEMBER	BUILDING TYPE	TRANS TYPE	SQ. FT. AMOUNT	\$ VOLUME
Jeff Kembal, SIOR, and Nathan Anderson, SIOR, CCIM	Office	Sale	137,753	\$5,300,000
Mike Kemmet, SIOR; John Sharpe, SIOR, CCIM, LEED, AP; and John Cassidy, SIOR	Industrial	Lease	110,063	\$5,099,327
David Noonan, SIOR, CCIM, LEED, AP, and Thomas Fox, SIOR	Industrial	Sale	79,600	\$5,000,000
Paul LaFave, SIOR, CPM; Raymond Neary, SIOR, CCIM, and Ryan Zabrowski, SIOR, CCIM	Office	Lease	51,137	\$4,534,912
David Schuster, SIOR, CCIM; Dan Knudson, SIOR, and Ken Hulbert, SIOR	Industrial	Lease	102,500	\$4,489,500
Jack Whalen, SIOR, CPA; Adam Deierling, SIOR, and Chris Sheehan, SIOR	Industrial	Lease	82,162	\$4,432,190
Treat Macdonald, SIOR, CCIM, and Steve Podolsky, SIOR	Industrial	Lease	96,678	\$4,264,207
Jeremy Jensen, SIOR, CCIM, and Michael Jeppesen, SIOR, CCIM, LEED, AP	Industrial	Lease	150,112	\$3,759,058
Anita Turner, SIOR, and Michael Dillon, SIOR	Office	Lease	24,571	\$3,709,917
Hank Kelley, SIOR, CPM, CRE, and Ed Willis, SIOR Retired	Office	Sale	39,000	\$3,600,000
David Friedland, SIOR; Mark Goode, SIOR, and Roy Splansky, SIOR	Industrial	Sale	85,000	\$3,505,000
Jim Bijou, SIOR, and Jacob Cowles, SIOR	Industrial	Lease	70,125	\$2,889,150
Michael Maroon, SIOR, and Randy Matusoff, SIOR, CCIM	Office	Lease	21,273	\$2,716,136
Jack Brown, SIOR, and Sim Doughtie, SIOR, CCIM, MCR, SLCR	Land	Sale	9 Acres	\$2,611,840
Jack Rosenberg, SIOR, and Mark Goode, SIOR and Roy Splansky, SIOR	Industrial	Sale	72,600	\$2,550,000
Scott Kappes, SIOR, and Don Ossey, SIOR	Industrial	Lease	123,552	\$2,500,000
Phillip Algrim, SIOR, and Michael Mitchelson, SIOR, CCIM	Industrial	Lease	106,716	\$2,404,676
Michael Cook, SIOR, and Dalton Dreisbach, SIOR, CCIM	Industrial	Sale	110,000	\$2,400,000
Stephen Press, SIOR, and Steve Inglese, SIOR	Other	Lease	4 Acres	\$2,350,000
Fred Miller, SIOR, and Mike Hoeck, SIOR	Industrial	Sale	55,450	\$2,300,000
Bradford Kitchen, SIOR, and Ralph Gurganus, SIOR	Office	Sale	50,418	\$2,285,000
Andrew Jensen, SIOR, and Mike Maroon, SIOR	Office	Lease	20,159	\$2,178,241
Scott Douglas, SIOR, and Richard Porter, SIOR, CCIM	Industrial	Sale	6 Acres	\$2,095,000
Art Ross, SIOR, and Mark Duclos, SIOR	Industrial	Sale	125,400	\$2,050,000
John Morrissey, SIOR, and Terry Smith, SIOR, CCIM	Industrial	Lease	142,500	\$2,007,468
Michael Stanzel, SIOR, and Mike Maroon	Industrial	Lease	119,995	\$2,000,916
Matt Dickerson, SIOR, CCIM, and Andrew Morris, SIOR	Industrial	Sale	23 Acres	\$1,926,450
Sanjeet Narain, SIOR, MRICS, CREES, TRC, and Frederic Schnider, SIOR	Office	Lease	52,000	\$1,883,336
Aleks Trifunovic, SIOR; Arie Salomon, SIOR, CCIM, and Thad Mallory, SIOR	Industrial	Lease	28,800	\$1,828,684
Rick Spiller, SIOR, and Jeff Lindenberger, SIOR	Industrial	Sale	20,000	\$1,817,000



## Member To Member Transactions



### COOPERATING SIOR MEMBERS

Frédéric Schneider, SIOR, BA (Hons) MSc CAPITA Symonds; London, United Kingdom, and Sanjeet Narain, SIOR, MRICS, CRES, TRC; Narains Corp Mumbai, India

Both international SIOR brokers have worked with each other for this client in the past and share a very good and trusting relationship. The transaction involved a lease renegotiation on the previous terms. The offices occupied by the tenant were on separate floors in two separate wings, which meant both of the leases were to be renegotiated and made co-terminus.



FRÉDÉRIC SCHNEIDER, SIOR, BA (HONS) MSC



SANJEET NARAIN, SIOR, MRICS, CRES, TRC

### CLIENT OBJECTIVES

- Since the market rates had lowered, the client wanted to renegotiate the exiting lease rate.
- The client also wanted a complete waiver of the escalation in rent which was applicable as per the lease agreement.
- They wanted both office leases to start and end on the same date.
- Lease rent renegotiation to be carried out within a tight deadline.
- There was a 15 percent rent escalation at the end of the term, which the client would have to pay as per the lease agreement.

TRANSACTION DATE	OCTOBER, 2013
TRANSACTION TYPE	LEASE
BUILDING TYPE	OFFICE
BUILDING SIZE	52,000 SQ. FT.
SALES PRICE	\$1,883,336



### SOLUTION

Narains Corp negotiated hard with the landlord and got them to reduce the rent to lower than the current market level and also got a complete waiver on the rent escalation. The client was extremely happy with the savings achieved.

Despite delays from either side, the objective was met and concluded within the timeline.

**BIGGEST INDUSTRIAL DEAL:  
225 RAILPORT**

\$41,040,273 of 600,004 square feet of industrial space in Pasadena, TX

Lessor: Avera Companies  
Lessee: Frontier Logistics  
Date: October 1, 2013



TREY ODOM,  
DEVELOPER ASSOCIATE,  
AVERA  
HOUSTON, TX



JOHN NICHOLSON,  
SIOR,  
CASSIDY TURLEY  
HOUSTON, TX

**BIGGEST OFFICE DEAL:  
BUILDING FIVE  
1 ALLIED DRIVE**

\$12,000,000 sale of 224,468 square feet of office space in Little Rock, AR

Seller: Verizon Services Group  
Buyer: LAF Brothers Properties  
Date: November 1, 2013



HENRY KELLEY JR.,  
SIOR, CPM, CRE  
FLAKE & KELLY  
COMMERCIAL  
LITTLE ROCK, AR



KEVIN HUCHINGSON,  
SIOR, CCIM, CRE,  
COLLIERS  
INTERNATIONAL  
LITTLE ROCK, AR



MARK BENTLEY,  
SIOR, COLLIERS  
INTERNATIONAL  
LITTLE ROCK, AR