

## **CBRE exec wins top manager award**

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Greg Coxon, senior managing director of CB Richard Ellis Phoenix, won the Chairman's Excellence Award, recognizing him as its top manager nationwide for outstanding service and dedication to the company. The award has been bestowed only three times in the company's 100-year history. It is given to a local office manager who has gone above and beyond in helping further corporate objectives and embracing management priorities.

Coxon started working in real estate in 1980 and joined CBRE in 1987. He has managed the Tucson operation, nine smaller market offices in the Western United States and supervised three offices in Seattle.

His Phoenix operation is one of the top-producing offices worldwide. He has shared management responsibilities with Pete Bolton, also a senior managing director, for the past seven years. Coxon is a board member of the National Association of Corporate Real Estate Executives and a member of the International Council of Shopping Centers, the National Association of Industrial and Office Properties and Valley Partnership. He is also on the advisory board of the University of Arizona's Eller Business School and the firm's representative to the Greater Phoenix Economic Council. Coxon received his business administration degree from the University of Arizona.  
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CB Richard Ellis Phoenix has promoted Tyler Anderson and Sean Cunningham to vice chairmen. The designation is the company's highest honor for sales professionals and is held by 14 of CBRE's 3,000 brokers nationwide. Anderson and Cunningham have a combined 50 years of commercial real estate experience and have completed 52 transactions involving 14,856 apartment units, worth \$1.5 billion.

Anderson joined the company in 1983, and earned the title of executive vice president, one of 20 CBRE sales professionals who hold that title.

Cunningham joined the company in 1980 and served as senior vice president and managing director of the Phoenix office from 1993 to 1998. He earned the executive vice president title in 2003.

Happy Valley Land Holdings Inc. of Phoenix sold 35.5 acres in Alameda Business Park at the southwestern corner of 19th Avenue and Happy Valley Road to Sierra Ventures of Scottsdale for \$12.5 million. Bob Lunstedt and Darren

Tappen of Colliers Classic represented the seller. The buyer was self-represented.

Ric Jensen of Phoenix sold Palmwood Terrace at 4917 E. Thomas Road in Phoenix to Nick Karris of Chicago for \$4.47 million. Darrell Moffitt of Marcus & Millichap Phoenix represented the seller. The buyer was self-represented in the sale of this 100-unit family property.

3910 S. Rural Road LLC of Mesa sold Rural Park Place I at 3910 S. Rural Road in Tempe to Jack Teberg of Parkside Properties of Newport Beach, California for \$2.2 million. Chris Keenan of Marcus & Millichap Phoenix represented the seller and Michael Hackett of Marcus & Millichap Phoenix represented the buyer of this 16,859-square-foot multi-tenant office building.

American Summit Insurance of Texas has sold its office building at 14805 N. 73rd St. in Scottsdale to Farm Boys LLC of Arizona for \$2.2 million to house the headquarters of their DBG Benefits Inc. Jerry Jacobs and Larry Downey of Cushman & Wakefield of Arizona Inc. represented the buyer, and Mike McQuaid of Lee & Associates Arizona represented the seller of this 13,000-square-foot office property. DBG Benefits will be moving from the 7,200-square-foot office facilities it leases at 4835 E. Cactus Road in Phoenix.

Fred W. Smith and Catherine D. Smith, trustees of the Smith Family Revocable Trust of November 5, 2002 sold Park Place Apartments at 3021 N. 39th St. in Phoenix to 950 Southern Building LLC of Arizona for \$1.57 million. Natan Jacobs and Dustin Rich of Cutler Commercial in Phoenix represented the seller and Jacobs and Rich, along with Rod Crotty of Cutler Commercial, represented the buyer of this 13-unit property, who turned the property into condominiums.

Main Spring Capital Group sold a 9,750 square-foot office condo in the Villages Professional Center at 22715 S. Ellsworth Road in Queen Creek to MOD RE Holdings for \$1.3 million. Bernard Bathel of Ross Brown Partners Inc. represented the seller and Phil Ulrich of Keller Williams Realty Southeast Valley represented the buyer of this building, part of an eight-building condo project.

Gail Lance-Huntoon joined Colliers International Arizona Region as sales manager for Web, marketing and information. She is responsible for incorporating technology, Web and marketing tools into daily business to expand services to both internal and external clients. Lance-Huntoon previously worked 12 years with CB Richard Ellis, finishing as vice president and director of global Web services where she developed and implemented the corporate Intranet and Web site. Most recently, she was member services director at NAI, where she integrated Web technology with training, communication and marketing to provide service to clients worldwide.

***The Arizona Chapter of the Sheet Metal and Air Conditioning Contractors National Association elected its 2006 board of trustees. Kathy Kingsland of Kinetic Systems Inc. has been elected to serve a one-year term as president. Terry Flood of Q.C. Analytical Services, Nick Ganem of Metro Mechanical Inc., John Sapien of Bel-Aire Mechanical Inc. and Carlos Ramirez of Ramirez Mechanical Systems Inc. round out the other board positions. State chapter contractors are leaders in the HVAC industry. The organization's technical manuals are the accepted standards for sheet metal and air conditioning. The association is an international association of union contractors in the sheet metal and air conditioning industry representing 2,000 contributing contractor firms.***

Kim Moore and Sue Milgrove have been promoted at AREAD, a real estate development company in Scottsdale.

Moore has been named project administration manager. She joined the company last year as an administrative assistant and was soon promoted to project administration coordinator. In her new role she will continue to focus on the organization and administration of entitlement, marketing and institutional investor activities.

Milgrove has been promoted to construction administration manager from construction administration coordinator. She started with the company in 2004 as an administrative assistant.

The Weitz Co. Phoenix received two Real Estate and Development Awards at a ceremony hosted by Arizona Commercial Real Estate magazine to recognize builders, developers and brokers in specific categories. The 2005 Best Medical Project was awarded for the Mayo Clinic Collaborative Research Building, an 110,000 square-foot building that also houses the Translational Genomics Research Institute's Center for Translational Drug Development. The project was awarded to Weitz in fall 2003, with Deutsch Associates serving as the architect for KAHG LLC, the building owner. The project was also recognized in October 2005 with Constructech magazine's Vision Award for creativity in using leading-edge technologies. Best Multi-family Project award was received for Orpheum Lofts, 90 urban lofts in a historical landmark formerly known as the Phoenix Title and Trust Building, originally built in 1931. TASB LLC of Denver owns the 137,734-square-foot building with Lawrence Group Architects and Todd & Associates as the architects.

Ground has been broken on The Park at San Tan, a \$25 million high-end mixed-use facility to compliment the San Tan Corporate Center. The office project at the southwestern corner of Ray Road and Loop 101 in Chandler includes a 220,283-

square-foot five-story office building with a four-level parking garage, plus three single-story office condo buildings totaling 20,090 square feet. The project owner is J.F. McKinney & Associates and Land Industries. The general contractor is The Weitz Co.

CB Richard Ellis Phoenix announced its list of top 20 performers, and the Rookie of the Year for 2005. They were responsible for generating 55 percent of the office's total revenue for the year. They are: Tom Adelson, Brad Anderson, Tyler Anderson, Daniel Calihan, Kevin Calihan, Sean Cunningham, Pat Feeney, Steve Fernandez, Jim Fijan, John Glassmoyer, Jason Hyams, also Rookie of the Year, Jenifer Lunt, Rob Marsh, Chuck Nixon, Joe Porter, Jerry Roberts, Mark Seale, Jeff Thomas, Jim Trobaugh and Pete Wentis. The group will be rewarded for its efforts April 21-25 with a trip to the Ritz-Carlton Palm Beach in Palm Beach, Fla.

DFD CornoyerHedrick in Phoenix has appointed nine staff members: Pat Anthony, librarian; Greg Brown, construction administrator; Tabitha Crook, project accountant; Anthony Kendrick, project accountant; Crystal King, accounting file clerk; Matthew Lard, IT/facilities assistant; Mariko Nakagama, project manager, facilities; Manolo Nicdao, senior accountant; Stacy Oliver, AP/payroll.

Staff members who were promoted: Tom Cady to principal, Andrea Friese to principal/operations director of, Jamie Moore to chief operations officer and Eileen Newcombe to chief marketing officer.

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