



# BRIAN PAYNE

Principal

SPECIALIZING  
IN INDUSTRIAL  
BROKERAGE

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## PARTIAL CLIENT LIST

- ▶ Airwave Communications
- ▶ Cubex
- ▶ DSV – Global Transport and Logistics
- ▶ Elite Pro Services
- ▶ Empire – CAT
- ▶ Georg Fischer
- ▶ Industrial Shoe Company
- ▶ Maxxsonics
- ▶ Motion Technologies
- ▶ Pearce Services
- ▶ Professional Piping Systems
- ▶ Quality Contents
- ▶ Reserve Capital Partners
- ▶ Riddle Painting
- ▶ Safety Services Company
- ▶ Sharps Compliance
- ▶ Titan Solar
- ▶ Trilog Medwaste
- ▶ United Printing & Mailing
- ▶ WaCo Contracting
- ▶ Waste Management

## PROFILE

Mr. Payne is a licensed Arizona Real Estate Agent and a graduate of Arizona State University, with an emphasis in Housing and Community Development. He specializes in property analytics and market research for landlords, tenants, buyers and sellers for Industrial properties throughout the Central/Southeast Valley submarkets. Additionally, Mr. Payne's focus is freestanding building sales, which he offers proficiency of industrial and flex property types through direct interaction while marketing in the field. His background in property research, coupled with extensive market knowledge, is complimented through various skills for landlord clients, tenant relocation, tenant expansion, lease negotiations, market analysis, and property marketing. These qualities, along with a strong work ethic have enabled him to become a well-known and respected broker within the market.

## CAREER SUMMARY

Mr. Payne has built a foundation of commercial brokerage by marketing door-to-door, which has trained him to recognize the end-user's need in real time. As he continues to evolve his book of business, he takes pride in assisting the client to achieve their goals.

### Notable Recent Transactions Include:

- DSV Global Transport Logistics: 190,512 SF Distribution Facility Lease
- DSV Air: 23,576 SF Airplane Hanger Lease
- Structures Inc.: 261 Acre Acquisition
- 1048 W Maricopa Fwy: 17,400 SF NNN Leased Investment Purchase
- Jocko Development: 48,953 SF Warehouse Lease
- Georg Fischer: 58,484 SF Warehouse Lease
- Advanced Energy Machines: 6.61 Acre Purchase
- Waste Management: 63,400 SF on 12.74 Acre Purchase
- 1355 N Mondel: 6,861 SF Freestanding Building Disposition (Assigned PSA)
- 604-650 W McKellips Rd: 95,814 SF on 5.51 Acres Disposition

## EXPERIENCE

- 2021 to Present: Lee & Associates Arizona / Principal
- 2018 to 2021: Lee & Associates Arizona / Associate Broker
- 2016 to 2018: Lee & Associates Arizona / Industrial Properties
- 2015 to 2016: Cushman & Wakefield / Research Administrator

## ACHIEVEMENTS/COMMUNITY INVOLVEMNET

- Licensed Amateur (Ham) Radio Operator - K7BAP
- Assistant Cubmaster - Pack 6, Phoenix, AZ
- HOA President, Sycamore Square 2014 - 2017
- Eagle Scout and Senior Patrol Leader Troop 379, Tempe, AZ