SHAPING THE WORLD OF REAL ESTATE WITH A **DIFFERENT APPROACH**





Multifaceted commercial real estate team focused on capital placement and business plan execution for investors, developers, and occupiers. Acting as trusted advisors to our clients we bring expertise in site selection, investment sales, ground up development, agency leasing support, land sales, and repositioning distressed assets. Transaction experience consists of over 12,000,000 SF of buildings, ground up development, project consulting, and 1,000's of acres of land sales. We foster deep relationships with our clients to match them with the best opportunities, while working in tandem with Transwestern's national Capital Markets and Net Lease | Sale-Leaseback teams.

Paul Borgesen, SIOR

Senior Vice President M: 602.214.9033 Paul.Borgesen@transwestern.com

Dylan Sproul

Vice President M: 480.330.6419 Dylan.Sproul@transwestern.com

Royden Hudnall

Senior Associate M: 480.384.0336 Royden.Hudnall@transwestern.com



MEETTHE **TEAM**



PAUL BORGESEN, SIOR

Senior Vice President

- Member of Transwestern's National Capital Markets and Investment Sale teams
- Paul assumes the responsibility of spearheading the team's efforts in spotting opportunities, building connections, and implementing client strategies. He carries out each assignment with exceptional attention to detail, unwavering loyalty, and an unrelenting drive to exceed his clients' expectations.
- \cdot Completed over 250 transactions since 2013 in excess of \$1B dollars
- · Consistently ranked in the top 100 brokers annually, receiving numerous top sales achievement accolades
- \cdot Participant of NAIOP Developing Leaders Program & ULI's Young Leaders Group
- Paul grew up in Vegas and currently resides in Phoenix with his wife and 2 boys



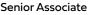
DYLAN SPROUL Vice President

- Dylan plays a crucial role in the team by continuously monitoring the capital markets and creating tailored research insights for property owners and investors. By staying well-informed of the latest market trends and consistently analyzing data, he helps the team to make informed decisions and stay ahead of the competition.
- Dylan also assists in the business development, marketing preparation, due diligence, and execution of each client assignment.
- Has received Rookie of the Year, Move & Shaker, and numerous sales achievement awards from a previous national brokerage firm.
- Has quickly raised through the ranks of commercial brokerage in the last five years earning four title promotions and continual industry recognition.
- Dylan is a 3rd generation Phoenix native and is heavily invested in the future growth of Arizona.



ROYDEN HUDNALL

- Royden assumes a key role in coordinating the team's efforts to ensure that client objectives are clearly defined, organized, and effectively executed.
- Royden collaborates closely with the financial analyst and support staff to develop and implement client strategies by rigorously tracking the market.
- He previously came from a multifamily background focusing on investment sales of Class B & C properties in excess of 50 units.
- Royden is a 3rd generation Phoenix native and is heavily invested in the future growth of Arizona.



TEAM **SUPPORT** STAFF



LINDA SCHAAR

Brokerage Coordinator



HEATHER RINDO

Marketing Director



CURTIS SHARP

Senior Graphic Designer



JENNIFER BARILI

Senior Research Analyst



LUKE WILLIAMS

Analyst

THE EXPERTISE AND RELATIONSHIPS TO DRIVE ROI

Transwestern brings a powerful combination of market knowledge, access to global capital sources and highly effective execution capabilities to transform assets in opportunities. Our advisors collaborate on disposition strategies and financing solutions to create value for private investors, corporations, and institutional owners.

Good ideas put into practice. That's thinking beyond the obvious.

TEAM SERVICE LINES

OCCUPIER

- Relocation & Site Selection Services
- Sale Leaseback Financing & Analysis
- Strategic Planning & Location Analysis
- Mergers & Acquisitions

EQUITY & DEBT

- Strategic Partnerships
- Capital Deployment
- Credit Origination
- Sponsor Execution

DEVELOPER

- Site Selection
- Project Financing & Equity Raises
- Agency Leasing Support
- Project Consulting
- Forward Sales

INVESTOR

- Research & Investment Analytics
- Investment Sales & Acquisitions
- Valuation & Consulting Services
- Portfolio Optimization









U wentworth









ALWAYS MOVING CLIENTS FORWARD

SIORS are the most successful, respected, and highest producing brokers in commercial real estate. Choosing an SIOR means leveraging the power of a best-in-class organization of 3,700 of the world's top industrial and office professionals across 45 countries and 700+ cities.

ALWAYS HIRE THE BEST. ALWAYS HIRE AN SIOR.

SIOR TODAY

YOUR TRUSTED ADVISORS ACROSS THE GLOBE

- ➤ 3,700 Members
 - 45 Countries
 - 722 Cities
- ➤ 3,300 Designees
- Industrial Brokers
 - Office Brokers
- > 200 Affiliate Members
 (Developers, Financial Institutions, Commercial Real Estate Organizations)

REAL ESTATE SERVICES







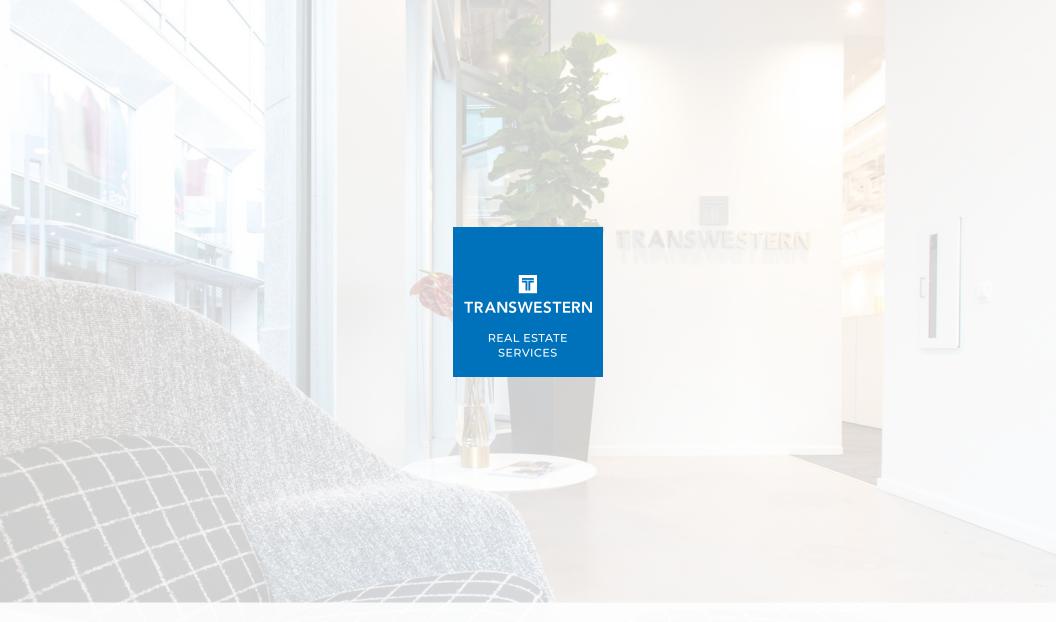
KBS

BARINGS

MEM**O**RIAL HERMANN

TRAVELERS





Paul Borgesen, SIOR

Senior Vice President M: 602.214.9033 Paul.Borgesen@transwestern.com

Dylan Sproul Vice President M: 480.330.6419 Dylan.Sproul@transwestern.com

Royden Hudnall

Senior Associate M: 480.384.0336 Royden.Hudnall@transwestern.com