

# 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



# MEET THE TEAM



**PAUL BORGESEN, SIO**

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.
- 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
- 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**

Senior Associate

- 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

# RECENT **EXPERIENCE**

825,000 SF

OF SALES TRANSACTIONS

499K SF

OF LEASE TRANSACTIONS

700

ACRES SOLD

401 M

TRANSACTION VOLUME







**SIOR®**

SOCIETY OF INDUSTRIAL  
AND OFFICE REALTORS®

# 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

(TRS)

Agency Leasing

Asset Services

Tenant Advisory + Workplace Solutions

Capital Markets

Research + Investment Analytics

Transwestern Real Estate Services adds value for investors, owners and tenants of all commercial property types by thinking holistically and providing options grounded in sound market intelligence. Part of the Transwestern companies, the firm applies a consultative approach to Agency Leasing, Asset Services, Tenant Advisory + Workplace Solutions, Capital Markets and Research + Investment Analytics.

## SPECIALTIES

OFFICE

INDUSTRIAL

HEALTHCARE

RETAIL

MULTIFAMILY

212 OFFICES IN 33 COUNTRIES THROUGH GLOBAL ALLIANCES



2,000 +  
Team Members

33 Markets  
Across the U.S.

1,400  
Owner/Occupier  
Clients

321.5 MSF  
Managed/  
Leased

4,283 Leasing  
Transactions

\$4.21 B  
Capital Markets  
Transactions

## SELECT CLIENTS

KBS



BARINGS



MEMORIAL  
HERMANN



TRAVELERS

DWS

nuveen  
A TIAA Company

CLARION PARTNERS

STOCKBRIDGE





**TRANSWESTERN**

REAL ESTATE  
SERVICES

**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