



# Will Strong

SENIOR VICE PRESIDENT

DTZ'S INDUSTRIAL SERVICES GROUP

*Will Strong is a Senior Vice President within DTZ's Industrial Services Group. The focus of Will's transactions has been industrial property sales, agency leasing, tenant representation (logistics and supply chain for local, national, and global companies), land sales, and build-to-suits. He is consistently ranked as a top producer and has been involved in the lease and sale of over 21 million square feet valued in excess of \$800 million dollars.*

*At the end of 2014, Will was given the Real Estate Forum Magazine's Leaders of Tomorrow and Cassidy Turley's National Rising Star awards based on his production and performance. Will started his career at Cushman & Wakefield where he was a founding member of the National Future Leaders group, was awarded the coveted C&W Dee Hoover Memorial Work Ethic Award, and in the first few years of his career became the C&W, NAIOP, and Arizona Commercial Real Estate Magazine's Rookie of the Year.*

## **Clients Served**

*Alliance Commercial Partners, ARA, Bank of America, Bixby, The Blackstone Group, Black Rock, Cohen Asset Management, Cox Communications, Crow Holdings, Dillard's, EastGroup Properties, Ebay, EdwardJones, Everwest, First Industrial Realty Trust, Go Daddy, Glob Corporation, IndCor Properties, Industrial Income trust, Industrial Property Trust, Intel, Intercontinental, Kitchell, LBA Realty, Liberty Property Trust, Lincoln Property Company, Merit Partners, PayPal, Pet Club, Principal Global Investors, ProLogis, RREEF, RYAN, Sunblet Holdings, Sundt, Sun America, ViaWest Properties, Wentworth Property Company, LLC, Young's Market*

## **Major Transactions**

*Broadway 101 Commerce Park ±802,000 SF  
ASU Research Park/Go Daddy ±150,000 SF  
NEC Ellsworth Rd & Elliot Rd ±203 Acres  
8313 W Latham St ±242,863 SF  
ASU Research Park/  
AMKOR ±100,000 SF  
World Wide Technology ±111,832 SF  
Phoenix Industrial Portfolio ±174,664 SF  
Carver Distribution Center ±122,000 SF*

## **Professional Recognition**

*• Real Estate Forum Magazine, Leaders of Tomorrow award  
• Cassidy Turley, National Leadership Conference Rising Star Award  
• Cushman & Wakefield, Dee Hoover Memorial Work Ethic Award*

*• Cushman & Wakefield, Rookie of the Year  
• NAIOP, Rookie of the Year  
• Arizona Commercial Real Estate magazine, Rookie of the Year  
• CoStar Power Broker*

## **Community Leadership**

*• Arizona Quest for Kids, Mentor  
• Executive Council Charities (EC70), Member  
• Shirley G. Schmitz Foundation, Scholar Advocate  
• Sigma Nu Fraternity Housing Corporation, Member*

## **Education**

*• B.S., Finance, W.P. Carey School of Business, Arizona State University  
• B.S., Accounting, W.P. Carey School of Business, Arizona State University  
• Arizona Department of Real Estate – Sales License*

## **Areas of Specialization**

*Landlord Representation  
- Industrial Services  
Tenant Representation  
- Industrial Services*

## **Professional Affiliations**

*• NAIOP – Membership Steering Committee  
• NAIOP – Developing Leaders Board Member  
• Master in Commercial Properties (MICP) – Mike Lipsey School of Real Estate*