

# PRIME TIME PLAYERS

Here are the brokers who closed the most — or biggest — deals over the past year

By MICHAEL GOSSIE



It's no secret that things are good in commercial real estate.

"The Phoenix operation had a record year in 2017," said Bryon Carney, market leader of Cushman & Wakefield Phoenix. "Each of our talented top brokers continue to provide our clients with vast knowledge and resources to enable them to make the most informed real estate decisions."

From big industrial deals, to blockbusters multifamily transactions to continued interest in the Valley's urban core, Metro Phoenix brokerage firms have had a lot to celebrate since things started turning around after the Great Recession.

"We celebrated many successes in 2017, a strong year for NAI," said CEO and President Terry Martin-Denning. "I'm proud of our achievements as a firm and the success of each of our agents. We are on track to make 2018 another banner year."

And things are only looking to continue on a positive path. NAI Horizon expanded its presence in the Valley with the addition of six agents.

So who stood out in a year packed with standout deals? Here are the top performers for 2017, broken down in alphabetical order by brokerage.



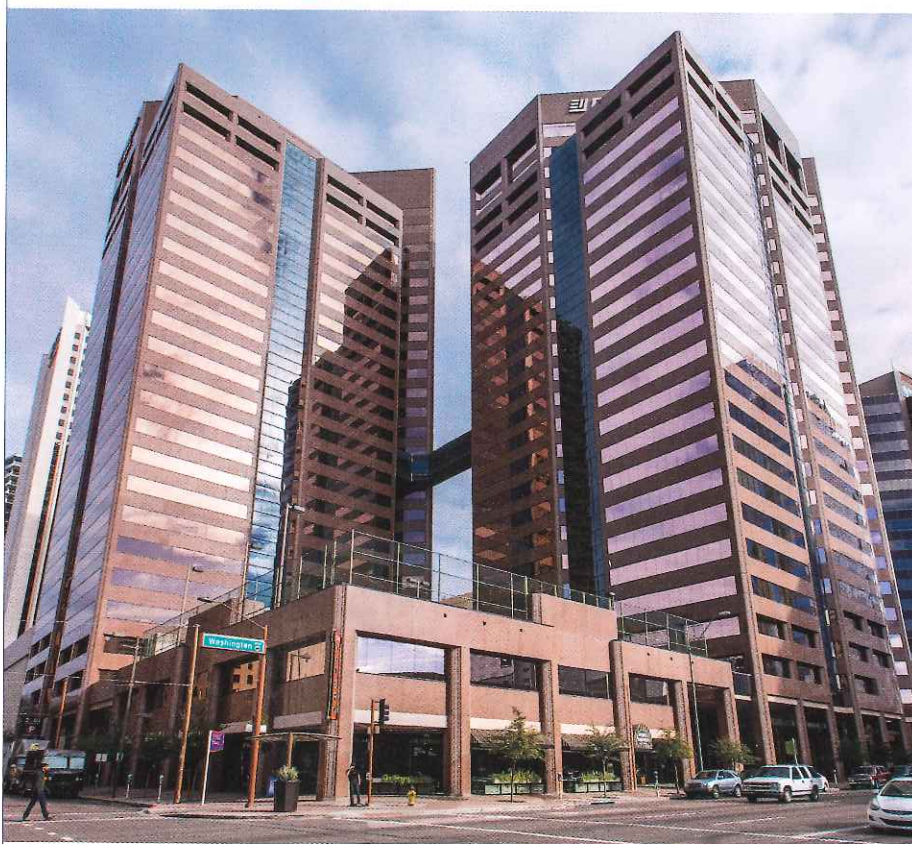
## TOP PRODUCERS

**Land Advisors**

1. **Greg Vogel**
2. **Waseem Hamadeh**
3. **Ben Heglie**
4. **Kirk McCarville**
5. **Michele Pino**
6. **Bret Rinehart**
7. **Chad Russell**
8. **Mike Schwab**
9. **Ryan Semro**
10. **Bobby Wuertz**

**NOTABLE DEAL:**

**Land Advisors** brokered the deal for Lake Pleasant Heights in Peoria.

**Lee & Associates**

1. **Craig Coppola, Andrew Cheney:** Office
2. **Stein Koss, Tom Louer:** Industrial
3. **Bill Blake, Colton Trauter:** Office
4. **Ken McQueen:** Industrial
5. **Rick Lee:** Industrial
6. **Bob Kling:** Industrial
7. **Matt Hobaica:** Industrial
8. **Adam Tolson:** Office
9. **Andy Ogan:** Industrial
10. **Mark Linsalata:** Industrial

**NOTABLE DEAL:**

**Lee & Associates** brokered the deal for One and Two Renaissance Square, 2 and 40 N. Central Ave., Phoenix.