

PHOENIX INVESTMENT SALES TEAM OVERVIEW

330+ Transactions

NAIOP Five-time investment broker of the year

25 million square feet in Transactions

Spanning 20 years, Transactions Include: Trophy and Value-add properties; Multi-tenant and Single-tenant; Individual and Portfolio Offerings; Local, Regional and Multi-state; Properties valued from \$1 to \$100+ Million.

\$3 Billion in Transactions Value

“Mindy’s work on the sale was exemplary. I would highly recommend her to the clients of this firm. Her professionalism and communication with the parties avoided significant costs.”

- Larry Wilk,
Jaburg Wilk Attorneys at Law

“Our #1 priority is to earn the trust of our clients every day.”
Mindy Korth



MINDY KORTH, Executive Vice President with Colliers International, is accomplished in all sectors of the investment real estate community including office, medical office, retail, datacenters, high-finish industrial, commercial land and unique projects across metropolitan Phoenix and nationally. As a 40-year veteran, Mindy has completed transactions totaling more than 25 million square feet and more than \$3 billion in value. She currently sits on the Balsz Community Education Foundation board of directors. Mindy was recognized as the Big Deal Office Sales Broker 2012 by AZRE Magazine, has been honored as the NAIOP AZ Investment Broker of the Year five times and Broker of the Year 2010 through 2012 by Commercial Executive Magazine. She is a member of ICSC, ULI, NAIOP, AZCREW and various local industry associations.



JENNY BASSETT, Real Estate Analyst, specializes in investment properties. Working closely with Mindy Korth, Jenny is a part of all aspects of the deal from pitch to close. She is also responsible for the team’s external branding and marketing channels with clients, future clients and industry colleagues. Prior to joining the team, Jenny was the communications director at two REITs and a retail developer over a 10 year period. Since joining the team in 2012, Jenny has been involved in 85 sales transactions totaling more than \$950 million in value.



SEAN WESTFALL, Senior Associate, specializes in investment sales across all property types and advises a wide range of clients from institutional and private capital investors to lenders, special servicers, REITs and foreign capital groups. Through targeted marketing, he sources and evaluates potential investment opportunities. As a proactive partner to our clients and a diligent problem-solver, Sean is committed to delivering results. Meeting regularly with buyers, sellers, landlords, tenants, appraisers, property managers, and business and community leaders, he establishes strong relationships. He is a member of NAIOP, Valley Partnership and ULI.



KELSEY ROBINSON, Client Services Coordinator, works closely with Jenny Bassett, Alyssa Smith and Mindy Korth in streamlining the team’s customer service and marketing offerings. Kelsey helps facilitate the design and branding of all marketing pieces. She uses innovation and effective communication to provide best-in-class service to clients, and support to the team. Kelsey has ten years of experience in internal and external communication, PR and marketing. Prior to joining Colliers, Kelsey was a marketing specialist at an advertising agency, dedicated to juggling a variety of projects for a wide range of clients.



ALYSSA SMITH, Graphic Designer, works closely with Kelsey Robinson, Jenny Bassett and Mindy Korth in streamlining the team’s customer service and marketing offerings. Alyssa specializes in design, branding, and social media. She uses creativity and her knowledge of marketing to provide effective and eye-catching materials for clients and the team itself. Alyssa has five years of experience in branding and marketing. Prior to joining Colliers, Alyssa was a brand designer, dedicated to building strong and effective branding for a wide range of clients.

Trusted, Experienced Real Estate Leaders

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“The outcome exceeded our expectations. We picked the right team. I wish I had another occupied building for Mindy to sell.”

— Brandon Jones, President & CEO, Vertex Education

For more information, please contact the Colliers International Arizona Investment Properties Sales Team or visit www.phoenixinvestment.properties.

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