

A photograph of three men in business suits standing in front of a modern building. The man on the left is older with white hair, wearing a dark suit and a blue patterned tie. The man in the middle is younger with dark hair, wearing a grey suit and a blue and white striped tie. The man on the right is middle-aged with brown hair, wearing a dark blue suit and a yellow and blue patterned tie. They are all smiling and looking towards the camera.

Arizona LandSource Team

Commercial and residential land experts

The Arizona LandSource Team represents developers, landowners and users in land acquisition, disposition, ground lease, site selection and valuation across a broad spectrum of land types throughout metropolitan Phoenix and Arizona.

Our team helps owners, investors, buyers, developers and diverse users maximize the value of their land assets and achieve the greatest value in the shortest possible time. With a proven record of success and more than 60 years of combined experience, clients can rely on our extensive knowledge and expertise to navigate the complexities of land real estate.

The LandSource Team approach

Our approach always places clients' needs first. We specialize in finding creative solutions in an ever-changing market, with resources to meet each client's specific challenges. Our team is organized around relationships, marketing, service delivery and a focus on completing transactions that meet the requirements of the buyer and seller.

Each team member has unique competencies that increase value for our clients in different stages of every land transaction. The team is structured around the each member's strengths and each applies his expertise for the benefit of our clients.



Chaz Smith

- › Defines team focus and direction
- › Ensures negotiations are finalized and all parties fulfill their obligations under the agreement
- › Provides clear line of communication between all parties



Ramey Peru

- › Uncovers critical information that enables the buyer and seller to form an agreement
- › Provides current and accurate market information to enable buyers and sellers to make clear and concise decisions
- › Zoning, entitlements, density, current fees and utilities
- › Manages due diligence process



John Finnegan

- › Initiates relationships between buyers and sellers
- › Begins the transaction and gathers requests from each party
- › Forms the basis for negotiations
- › Manages the transaction and bridges any gaps between the buyer and seller

"We've worked with Chaz Smith, John Finnegan, and Ramey Peru to secure land, both as a buyer and seller, for years. Above all else, they are high-integrity guys who you can feel very confident will represent you well as an interested party. Additionally, they provide a consistent level of support and follow-up that is very valuable during the heat of a deal." **–Chris Brozina, Executive Vice President, Mark-Taylor**

Strategy and Resources

Strategic guidance: achieving your land objectives

Our team provides land clients with strategic guidance to mitigate business risk, increase the likelihood of a successful land sale or acquisition and achieve the greatest value in the shortest possible time.

Our extensive track record of successful assignments reflects our team's dedication to locating the right property to fit the needs of each client, whether a developer, investor or user.

Throughout the transaction process, our team bridges any gaps between buyer and seller, ensures all parties fulfill their obligations under the agreement, provides a clear line of communication and manages the due diligence process.

Key relationships: landowners & developers

Through our extensive landowner relationships and database, we have developed in-depth knowledge about the needs of landowners and can highlight geographic areas of interest to clients.

When a client's land requirement is received, our team responds quickly with expert advice on how a buyer can frame an offer that best fits the seller's requirements.

We continuously refine our knowledge of current and future market trends in order to provide market condition updates and stay head of market fluctuations.

Expertise for diverse assignments

The AZ LandSource team provides comprehensive land real estate services, including acquisition, disposition, property assemblage, site selection and planning, valuation, market research and property marketing across a wide range of land types.

Land types served include: rural, urban, industrial, office, retail, residential, multifamily, mixed-use, hospitality, healthcare and senior living, and investment sales.

Tracking the market: activity, trends and analysis

The AZ LandSource Team provides real estate market data, analysis and intelligence to help clients make critical decisions. We monitor commercial real estate trends and emerging market conditions to make projections that inform and guide our clients in understanding economic, demographic and real estate data.

Contact us to discuss and review market trends for land, lot and single-family home sales, single-family and multifamily permits, and significant transactions in the marketplace.

Notable Transactions



Kalon at Union Street

N NEC Happy Valley Rd & Norterra Pkwy | Phoenix, AZ 85027

Represented	PB Bell Companies
Property Size	5.82 Acres
Planned Use	215 Apartment Units
Transaction Value	\$5,000,000



Vita at Elliot 59th

NNEC Elliot Rd & 59th Ave | Phoenix, AZ 85339

Represented	Vita Communities
Property Size	20.82 Acres
Planned Use	249 SF Rental Units
Transaction Value	\$4,859,675



Happy Valley Residences

N NWC Happy Valley Rd & 35th Ave | Phoenix, AZ 85310

Represented	Pederson Group
Property Size	11.86 Acres
Planned Use	325 Apartment Units
Transaction Value	\$6,720,000



Broadstone Dobson Ranch

SWC US 60 & Dobson Rd | Mesa, AZ 85202

Represented	Alliance Residential
Property Size	10.06 Acres
Planned Use	288 Apartment Units
Transaction Value	\$10,625,000



Aviata

NEC Canyon Trails Blvd & Cotton Ln | Goodyear, AZ 85338

Represented	Heers Management
Property Size	19.07 Acres
Planned Use	381 Apartment Units
Transaction Value	\$4,225,320



Acacia Lofts

1456 E 9th St | Casa Grande, AZ 85122

Represented	Praxis Capital
Property Size	15.04 Acres
Planned Use	180 Townhome Units
Transaction Value	\$4,900,000

Colliers Arizona



Colliers in Arizona is recognized as one of the leading full-service commercial real estate organizations in the state, providing integrated services to real estate occupiers, owners and investors, and business owners.

From our offices in Phoenix and Scottsdale, our professionals serve clients across a broad range of property types, including office, industrial, retail, mixed-use, land, multifamily, hotels, education and healthcare.

Our platform of services includes landlord and tenant representation, corporate solutions, capital markets, property management, valuation, research, GIS and marketing.



Two offices with
170
professionals



758
Lease/Sale
transactions



1.3B
USD total
transaction value



9.8M
Square feet under
management

**All statistics are for 2019*

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