

# Our Track Record

## Our Team Senior Level Team with the Experience, Knowledge, and Support You Need

### Paul E. Boyle Senior Managing Director



#### Career Summary

Paul's real estate career began in 1979 with a local real estate firm (Davidson, Graham & Myers) initially specializing in industrial leasing. During the period between 1983 and 1989, Paul became involved in

land sales which resulted in transactions totaling over 20,000 acres. From 1989 to 1999, Paul worked with CB Richard Ellis as an industrial building sales specialist, achieving the recognition of First Vice President. In November 1999, Paul joined Grubb & Ellis (which subsequently became Grubb & Ellis|BRE Commercial, LLC) as an investment salesperson, specializing in industrial building investment sales. In January 2010 Paul became part of Cassidy Turley organization in the Phoenix market as an Executive Vice President. In January 2015, The TPG Consortium purchased Cassidy Turley, making the firm now Cushman & Wakefield, a global leader in commercial real estate. The total number of building sales by Paul has exceeded 15,000,000 square feet. Throughout Paul's career, he has developed a well-rounded background in the industry which includes sales and leasing of industrial, acreage, self-storage and investment properties on local, national and international levels which has resulted in the sale of over \$1 billion worth of commercial real estate.

#### Experience

2014 - Present: Cushman & Wakefield, Senior Managing Director  
1999 - 2014: Cassidy Turley, Executive Vice President  
1989 - 1999: CB Richard Ellis, First Vice President  
1979 - 1989: Davidson, Graham & Myers, Sales Associate

#### Education

B.S., General Business Administration, ASU, 1978

#### Community Involvement

- Board Member/Coordinator/Head Coach Arcadia Soccer League (14 years)
- Board Member/Commissioner/Head Coach Arcadia Little League (16 years)
- Cub Scouts -Den Leader (5 years)
- Boys Team Charity League Member (8 years)
- NAIOP Member (10 years)

#### Career Highlights

- 2012, 2011, 2010, 2007 Top 10 Producer, Phoenix Office
- 2006, 2005, 2004 Grubb & Ellis Top Producer, Phoenix Office
- 2007, 2006, 2005 Grubb & Ellis Circle of Excellence
- 1986 #1 Salesperson - Davidson, Graham & Myers
- 1985 #1 Salesperson - Davidson, Graham & Myers

### Rick Danis Senior Managing Director



#### Career Summary

Rick joined Grubb & Ellis, now Cushman & Wakefield, as a Capital Markets specialist focusing exclusively on the sale of commercial/self-storage investment

property in 2001. Since joining the firm, he has earned multiple accolades for his performance, including multiple Top Producer awards on both a local and national basis. Recently, he was named Interoffice Deal-Maker of the Year in recognition of his work across multiple disciplines within commercial real estate and cooperating internally with scores of leasing and sales professionals in other divisions. Rick has also served on the Board of Directors of Cassidy Turley during its private-ownership period prior to the firm being rolled up into the new global firm of Cushman & Wakefield. He is married with two children and resides in Scottsdale, Arizona.

#### Experience

2014 - Present: Cushman & Wakefield, Senior Managing Director  
2001 - 2014: Cassidy Turley, Executive Vice President  
1996 - 2001: Hendricks & Partners, Vice President & Regional Manager  
1989 - 1996: CB Richard Ellis, Investment Salesperson

#### Education

B.S. (Finance), Arizona State University, 1991

#### Career Highlights

- 2012, 2011, 2010, 2007 Top 10 Producer, Phoenix Office
- 2006, 2005, 2004 Grubb & Ellis Top Producer, Phoenix Office
- 2007, 2006, 2005 Grubb & Ellis Circle of Excellence
- Over 20 years of real estate brokerage and advisory experience
- Over \$750,000,000 in commercial real estate transactions on behalf of institutional and private equity owners

#### Partial Client List

Lehman Brothers, Pacific Western Bank, DCT Industrial, Koll, BOK Financial, Bank of Arizona, GE, iStar Financial, Marquette Financial, Meridian Bank, Heritage Bank, National Bank of Kansas City, Aurora Bank, Celtic Bank, Ocwen Loan Servicing, Colony