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retail · medical · industrial · office · land

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## Commercial Real Estate Qualifications Brief



Donald Teel is a 55-year Arizona resident, having grown up in Page, Arizona during the construction of the Glen Canyon Dam.

He is a veteran of the United States Air Force and an 4.0 honors graduate of Arizona College of the Bible where he was a student body president and a student teacher.

He is currently a Principal Partner at Commercial Properties Northern Arizona, a full service commercial real estate brokerage company where he focuses on retail, office, medical and industrial product. The company recently expanded its market area to include the Phoenix and Tucson metro areas. Teel and his wife have a home in Tucson.

Donald's real estate career began as a Sales Counsellor in 1987 with the Del Webb Corporation. He was later promoted to Vice President of Sales and Marketing for Webb's new lifestyle community in Oro Valley, Arizona, and in 1991, he was invited to join Prudential Real Estate Affiliates in West Phoenix as the General Manager for Prudential Mull-Smith Realtors®.

Teel later acquired three northern Arizona companies in Flagstaff, Sedona, and Prescott, and merged them into Prudential Foothills Real Estate, which he sold in 2005. After a respite from the industry, Donald was asked to join Arizona Commercial as its President & CEO. In 2010, Teel contracted with the Yavapai Prescott Indian Tribe as General Manager of its CRE asset group, including Frontier Village, the Prescott Resort & Conference Center, and the Sundog Business Park, an industrial development.

Teel negotiated the acquisition of Frontier Village from Grace Development, closing the transaction in May, 2012. After closing he set up the property management, leasing, and marketing team and rebuilt the center and its leasing program with renewals from Home Depot, Target, Ross, Sportsman's Warehouse, Harbor Freight Tools, and restaurants such as Red Lobster, McDonald's, Coco's, Starbucks, Einstein Brothers Bagels, and Pizza Hut.

Donald Teel specializes in retail asset acquisitions and divestitures. He has been involved in the sale of several of the major retail shopping centers where he provided property management and leasing services, including Village at the Boulders and Willow Creek Shopping Center, located in Prescott, Arizona.

His experience includes major national, regional, and local brands. He is a skilled negotiator with an extensive background in property performance analysis and asset management.

If you would like to know more, please contact Donald directly. He will provide yo with an extensive resume outlining his full qualifications, and assist you with any of your commercial real estate needs.