



Curtis W. Brown

Principal

Summary of Qualifications

As partner and principal, Curtis Brown helps direct Ross Brown Partners' full spectrum of real estate services with an emphasis on brokerage client representation.

In his brokerage activities at Ross Brown Partners, Curtis has been involved in the sale and leasing of over 1000 commercial real estate transactions, consisting of primarily industrial and office properties. These transactions account for over \$300-million dollars of sale or lease consideration and over 17-million square feet of space.

Curtis is a regular guest lecturer at Arizona State University College of Business. Within the College of Business Real Estate Program, Curtis addresses various topics including market research and analysis, development and investment strategies, and cost benefit case studies.

Prior to joining Ross Brown Partners, Curtis was a senior consultant with Scott Jackson Brokerage for eight years. While with the company, Curtis was a leading sales and leasing agent with a special focus on industrial land and buildings in the southeast metropolitan Phoenix area.

Professional Experience

1991-Present	Ross Brown Partners, Inc. Partner/Principal, Designated Broker Phoenix, Arizona
1983-1991	Scott Jackson Brokerage Senior Consultant Commercial Real Estate Brokerage Tempe, Arizona



Education

BS in Business Administration
Arizona State University
Tempe, Arizona

Brokers License
Arizona School of Real Estate, Scottsdale, AZ

Activities & Awards

- Guest Lecturer – Arizona State University, Mesa Community College, University of Phoenix Graduate School of Business, Arizona School of Real Estate
- Broker's License, Arizona Department of Real Estate, 1990
- Member, Arizona Commercial Brokers Association
- Assist Varsity Basketball Coach – Arcadia High School
- Competitive Cyclist, Runner, and Du-athlete
- Board of Directors – Tyler Hamilton Foundation

Sample of Completed Transactions

Montgomery Ward	Warehouse Lease	359,000 sf
Simula, Inc.	Mfg. / Wh. Lease	188,643 sf
The Sammis Company	Warehouse Sale	179,000 sf
Insight Enterprises	Warehouse Lease	175,000 sf
The Hillman Group	Distribution Lease	160,629 sf
Chilton Properties, LLC	Distribution Lease	156,410 sf
PDC Hadley, LLC	Distribution Lease	145,228 sf
Security Capital	Warehouse Sale	133,000 sf
Insight Direct	Corp. Headquarters	110,000 sf
Parkway Properties	Office Project Sale	101,000 sf
Direct Alliance Corp.	Office/Warehouse Sale	101,000 sf
Savage Universal	Warehouse BTS	90,000 sf
Cabot Partners	Warehouse Sale	87,000 sf
Insight Direct, U.S.	Back-office Lease	86,000 sf
Southwestern Container	Warehouse Sale	81,000 sf
EJM Development	Gen. Industrial Sale	80,000 sf
EastGroup Properties	Warehouse Sale	79,000 sf
Insight Enterprises	Warehouse Lease	68,800 sf
Western Paper Distributors	Warehouse Lease	65,000 sf
Munco	Gen. Industrial Sale	60,000 sf
Munco	Gen. Industrial Sale	56,000 sf
Direct Alliance Corp.	Back-office Bldg. Sale	56,000 sf
Direct Alliance Corp.	Back-office Lease	56,000 sf
EastGroup Properties	Warehouse Bldg. Sale	55,000 sf
Westcon Properties	Warehouse Bldg. Sale	50,000 sf
Supply Network, Inc.	Distribution Lease	48,984 sf
Supply Network, Inc.	Distribution Lease	48,528 sf
Insight Enterprises	Back-office Lease	47,000 sf
EastGroup Properties	Warehouse Bldg. Sale	40,000 sf
Direct Alliance Corp.	Back-office Lease	35,000 sf
The Case Factory	Warehouse Lease	35,000 sf
Wilsonart International, Inc.	Distribution Lease	34,814 sf
Roy A. & Loretta C. Nicholson	Warehouse Sale	30,000 sf
Electric Sales	Gen. Industrial BTS	24,000 sf
Legacy Insurance	Back-office Lease	22,000 sf
Insight Enterprises, Inc.	Exec.office Bldg. Sale	21,000 sf
Morrison Majerle, Inc.	Office Lease	13,823 sf
Pima Freeway Commerce Center	Land Sale	20.6 acres
EchoStar Real Estate Corporation 3	Land Sale	15.7 acres
MainSpring Capital IV, LLC	Land Sale	6.8 acres
Randall A Wolf Trust	Land Sale	6.8 acres
Floritech Properties, LLC	Land Sale	3.4 acres
Paddy O' Furniture	Land Sale	2.8 acres

Participated in over 1,500,000 square feet of industrial, back office and office transactions in 1999-2001 alone.

Represented over 1,200,000 square feet of industrial office leases in the 10 month period ending October 31, 2005.

Since 1999 successfully represented industrial and office building sale and lease transactions totaling over 6,000,000 sf and over \$275 million.