



Mark Wilcke

Managing Director
NAI Horizon - Phoenix

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Scope of Responsibilities

Mark Wilcke is a dignified commercial real estate professional with a solid reputation for honesty and unwavering dedication. He specializes in industrial and automotive properties, land, and investment sales, with notable expertise in build-to-suits and church properties. Wilcke possesses a clarity of vision that is hard to come by. His entrepreneurial mindset and business intellect make him a leader in the commercial real estate field. His client-centric approach keeps the transaction cycle simple, efficient, and focused for all sides of the deal, representing users, investors, and owners. He listens carefully to client needs and requirements, enabling him to find the right solution to deliver the best results. Wilcke stays faithful to his promises and remains flexible with his clients to achieve their goals. He provides each client with a higher level of service than his competition and focuses on quality over quantity which has been critical to winning and retaining long-term clients.

Background & Experience

Wilcke joined NAI Horizon in 1994. He boasts more than 37 years of commercial real estate experience in Arizona and more than \$700 million of real estate transactions throughout his career. Before joining NAI Horizon, he worked at Scott Jackson Brokerage, Inc., in Phoenix from 1985 to 1994. An ASU graduate, Wilcke holds a reputation as one of the most well-respected brokers in Metro Phoenix. His vast experience includes sales, leasing and acquisitions, property valuations, new developments, value-add opportunities, and 1031 Exchanges. Wilcke's extraordinarily robust database of contacts, properties, and relationships makes his knowledge and connections invaluable.

Professional Affiliations & Designations

For the past 20 years, Wilcke has been a Top 5 Producer at NAI Horizon. He has been the firm's top producer three times – in 2001, 2002, and 2005 – garnering Agent of the Year honors. He finished 2021 as the third-highest producer and 2020 as the fourth-highest producer. In those 20 years, he has never ranked below No. 5. He was named to AZRE magazine's 2019 and 2023 People to Know in Commercial Real Estate in the brokerage category. Wilcke holds an associate broker license in Arizona.



Educational Background

Wilcke is a graduate of Arizona State University with a Bachelor of Science degree in Business Administration with majors in Real Estate and Personnel Management.

Significant Transactions

Hopewell Development & Phoenix Warner LLC, 12.89-acre industrial land sale

Rinchen Company & Capital VIII, LLC, 21.35-acre industrial land sale

Sunset Healthcare Solutions & Alpha Industrial Properties, 26,188 SF industrial lease

NutraBrandLabs & Irwindale Properties 38,088 SF industrial lease

Drivetime Corporation, 127,000 SF industrial building sale

550 WIS, LLC & The Price Company, 119,000 SF industrial building sale

Trader Joe's Warehouse & SW Traders, 95,000 SF industrial building sale

ADVO Systems & Sun State Builders, 82,000 SF build-to-suit lease

State of Arizona & CMS Corp., 80,000 SF build-to-suit lease

LaMesa RV sales facility, 22-acre, and 35,000 SF automotive building sale

Keith Riggs Plumbing & Barr Development, 11 acres, and 35,000 SF industrial build-to-suit sale

Mark's Valley Grading, 29-acre, and 30,000 SF buildings industrial sale

Abdullatif A. Al-Sharthri, 50-acre land sale

LDS Church Deseret Industries, 22-acre land sale