



Don Morrow

Senior Vice President

NAI Horizon - Phoenix

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Scope of Responsibilities

Don Morrow concentrates on office and industrial leasing and sales. His personal experience with a real estate development and investment firm and familiarity with structured finance provide valuable insights into the perspective of his clients. He also possesses a breadth of leasing and sales experience with multiple asset types. Morrow values honesty and integrity, which aids in establishing deep trust with his clients. He strives to have a deep understanding of the market to provide clients with the information necessary to make informed decisions so they can feel confident. This attention to detail, paired with his strong work ethic, leads him to exceed his client's expectations continuously. Morrow thrives in a quickly expanding and changing market that provides continuous opportunities to learn and grow. This ongoing growth contributes to delivering the highest quality experience for his clients.

Background & Experience

Morrow possesses more than 40 years of commercial real estate experience. As a partner with Biltmore Holdings, a real estate development and investment company in Phoenix, Morrow was involved in acquiring more than \$100 million (totaling more than 1 MSF) of institutional-quality office and industrial investment properties in Metro Phoenix. The sale of two office towers at 3003 and 3033 N Central Ave totaled 592,000 SF. A notable transaction facilitated by Morrow involved asbestos abatement, which adjusted the purchase price. During the escrow, the buyer unveiled plans to enclose the patios that surrounded each floor of the 26-story structure, dramatically expanding the square footage to what it is today.

Before joining NAI Horizon in 2017, Morrow was managing principal/partner, overseeing all facets of the Grubb & Ellis | BRE Commercial Phoenix brokerage operation. Responsibilities included developing and implementing the strategic plan, business development, recruiting, training, and operational, budgetary, and personnel decisions. He was responsible for 22 Grubb & Ellis offices throughout the Western U.S.

Professional Affiliations & Designations

Morrow is active in NAIOP Arizona, ULI Arizona, and ICSC. He holds an Arizona real estate license.

Educational Background

Morrow, a native of Kalamazoo, Michigan, graduated from Arizona State University, earning a Bachelor of Science degree in Real Estate.

Significant Transactions

Brokerage —

- 3030 N. Central Ave., Phoenix, 189,868 SF office
- 3003 N. Central Ave., Phoenix, 457,893 SF office
- 51 W. Third St., Phoenix, 125,000 SF mixed-use
- 9501 E. Shea, Scottsdale, 380,106 SF office
- Hayden & Via de Ventura, Scottsdale, 156,751 SF mixed-use

Ownership —

- 111 W. Monroe, Phoenix, 267,760 SF office
- 1330 W. Southern, Tempe, 150,000 SF office
- 7400-7408 W. Detroit, Chandler, 121,671 SF flex
- 7910-8060 S. Kyrene, Tempe, 102,667 SF flex
- 7470-7474 W. Chandler, Chandler, 77,413 SF flex