

## CASE STUDIES

### Scottsdale, Arizona

\$4,900,000

Marcus & Millichap agents close a multi-tenant office property after several unsuccessful campaigns by other national firms.

### Tempe, Arizona

\$1,700,000

Marcus & Millichap sets a new price record in securing an out-of-state apartment buyer for a multi-tenant office.

### Phoenix, Arizona

\$2,300,000

Marcus & Millichap finds a cash buyer to purchase a vacant single-tenant office at the list price in a high vacancy submarket.

### Texas

\$4,500,000

A Marcus & Millichap agent leverages the company's platform and uses local market knowledge to market and sell a mixed-use retail/office center in a tertiary market.

### Florida

\$2,900,000

Marcus & Millichap exceeds a client's yield requirements in a net-leased drug store acquisition.



## Chris Keenan of Marcus & Millichap

Expertise ♦ Service ♦ Integrity



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**Marcus & Millichap**  
Real Estate Investment Services

[www.marcusmillichap.com](http://www.marcusmillichap.com)

## Chris Keenan of Marcus & Millichap

**Office Investment  
Sales Specialist**

**Marcus & Millichap**  
Real Estate Investment Services

## MAXIMIZING INVESTOR VALUE THROUGH UNRIVALED BUYER ACCESS AND EXPERTISE

Chris Keenan is an investment sales professional based in Phoenix, Arizona, specializing in office sales in the greater Phoenix metropolitan area.

Together, Chris Keenan and Marcus & Millichap Real Estate Investment Services provide buyers with access to the nation's largest inventory of investment properties and deliver the most beneficial results for sellers and buyers of investment properties.

Mr. Keenan is expert at identifying investment opportunities even before they enter the market. Once identified, Keenan and Marcus & Millichap perform detailed assessments of every property to insure that the asset's value is maximized in any market. Chris Keenan's expertise in assessing value enables buyers to find hidden value and to manage risks.

Chris Keenan negotiates the most favorable terms possible for clients and keeps his clients' best interests at the forefront throughout the transaction process.

### EXPERTISE

Mr. Keenan has established himself as one of the leading office sales experts in the Phoenix metropolitan area. Since 2002, he has focused specifically on office investment sales. This specialization has resulted in a significant and ever-growing market share. Despite uneven market cycles, Chris Keenan has steadily increased his sales volume year over year. His expertise is derived from detailed local market knowledge, diligent research and analysis, a



wealth of transaction experience and exceptional problem solving skills.

### SERVICE

Chris Keenan is committed to providing clients with the highest level of service and constantly strives to exceed client expectations. He focuses on superior communication as a means of giving clients the highest quality assistance with investment sales, financing, research and advisory services.

### INTEGRITY

Mr. Keenan's integrity, expertise and service have made him the premier office sales specialist in the Phoenix market. His high level of repeat business and referrals are a testament to the way he conducts business.

## MARCUS & MILLICHAP INVESTMENT SERVICES

With more than 70 offices and 1,300 investment professionals, Marcus & Millichap is the nation's largest commercial real estate brokerage focused exclusively on investment sales.

Marcus & Millichap Provides:

- ◆ The Largest Investment Sales Force in the Industry
- ◆ Forward-Looking Underwriting and Valuation
- ◆ The Most Accurate Pulse on Buyer's Sentiment
- ◆ Access to More Investors Than Any Other Source
- ◆ Movement of Capital Nationally
- ◆ Extensive Lender Relationships and Expertise in Financing through Marcus & Millichap Capital Corporation (MMCC) and MarkOne Capital

## MARCUS & MILLICHAP IS THE LEADER IN REAL ESTATE TRANSACTIONS

- ◆ 2007 Total Transactions: 5,026
- ◆ 2007 Total Sales: \$20.7 Billion

Marcus & Millichap closes 2.6 transactions every business hour. The resulting real-time market knowledge is how we maximize investor value.

**TO ACCESS THE OFFICE INVESTMENT SALES MARKET, CONTACT THE MARKET LEADER**

Contact Chris Keenan today  
at (602) 288-8072 or  
[ckeenan@marcusmillichap.com](mailto:ckeenan@marcusmillichap.com)