



DEAN WILLMORE, SIOR

SENIOR VICE PRESIDENT



DEAN WILLMORE, SIOR, became the Senior Vice President of Prudential | IPG Commercial Real Estate in August 2007. Before joining the team, Mr. Willmore was the President and Broker of IPG Commercial Real Estate Services in Las Vegas for 15 years. Willmore specializes in industrial brokerage services.

Prior to IPG, Mr. Willmore worked for the Estes Development Company in Tucson, AZ and in 1988, opened and managed the Las Vegas office of Dermody Properties as Project Manager for industrial development. In 1990, Mr. Willmore joined Lee & Associates Commercial Brokerage Services and was promoted to Senior Vice President. Mr. Willmore was Lee & Associates' top producer from 1990-1993.

During the past 20 years as a real estate agent and broker in Las Vegas, Mr. Willmore has brokered over 2,500 office and industrial sale and lease transactions valued at over \$950 million dollars. Mr. Willmore has been an active member of the Society of Industrial and Office Realtors (SIOR) for the past 15 years and served as president of the SIOR Nevada chapter in 2002 and 2007. Mr. Willmore is currently the Regional Director for SIOR's Western Region, which includes Los Angeles, San Diego, Orange County, the Inland Empire, Northern California and Arizona, and currently serves on its National Board of Directors. He has also served as the national chairman of the SIOR Admission Committee and has been a member of the SIOR National Ethics and Professional Standards Committee.

Mr. Willmore has brokered over 2,500 sale and lease transactions valued at more than \$950 million dollars.

CONTACT INFORMATION:

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Mr. Willmore has an excellent working knowledge and demonstrated expertise in site selection, finance, facilities planning, build-to-suit development and lease and sale negotiations of industrial properties. He has completed build-to-suit facilities for such companies as Memorex, Garret AiResearch, and Husky Nozzel Corporation in Tucson and Office Club in Las Vegas. In addition, Mr. Willmore has an excellent working relationship with city, county, state and federal agencies in Nevada.

Mr. Willmore's expertise in industrial development led him to join Prudential Commercial Real Estate where he can service a broad variety of clients with his customer oriented approach to industrial real estate marketing and development.

AFFILIATIONS & EDUCATION:

- National Association of Industrial and Office Professionals (NAIOP)
- Society of Industrial and Office Realtors (SIOR)
- BSBA Finance and Real Estate, University of Arizona - 1984