

INDUSTRIAL REPRESENTATION

*Commercial Real Estate Specialists
with 50+ Years of Experience,
Relationships, and Results*

MIKE CIOSEK, SIOR
Executive Vice President

ERIC BELL, SIOR
Executive Vice President



EXPERIENCE THAT *MOVES* MARKETS

The team of Mike Ciosek and Eric Bell are members of the Kidder Mathews Industrial group and have over 50 years of combined transactional experience in Phoenix commercial real estate.

50+

YEARS OF COMBINED
EXPERIENCE

1,000+

CAREER SALES & LEASE
DEALS COMPLETED

\$1B+

TOTAL TRANSACTION
VOLUME

100+

ANNUAL
TRANSACTIONS



**MIKE
CIOSEK, SIOR**

Executive
Vice President



**ERIC
BELL, SIOR**

Executive
Vice President

Mike serves as the Designated Broker for Kidder Mathews' Phoenix office and is a member of the firm's Board of Directors. A founding member of the Phoenix office in 2016, Mike has played a key leadership role in establishing and growing the firm's presence in Arizona. He also served as Managing Director of the Phoenix office from 2019 to 2021, guiding the office through a period of significant expansion and success.

Mike specializes in the sale, leasing, and development of industrial and creative office properties. For more than 20 years, he has partnered with Eric Bell, and together they are widely recognized as industry experts in landlord, buyer, and tenant representation, with particular expertise in investments, acquisitions, build-to-suit projects, and land acquisition and disposition. Their primary market focus includes the Northwest Valley and Deer Valley submarkets along the I-17, Loop 101, Loop 303, and West I-10 corridors.

Through years of meticulous market research, transaction experience, and relationship building, the team has maintained a strong market presence in the Valley for more than 15 years. Known for asking the tough questions and going the extra mile, they are committed to solving complex client objectives. The team also leverages the global reach and prestige of the Society of Industrial and Office Realtors (SIOR) to enhance networking capabilities and deliver exceptional results. SIOR represents the industry's most knowledgeable professionals, with membership limited to the most capable and experienced brokers. Mike served as president of the organization's Arizona chapter from 2023 to 2025.

As Managing Director of Kidder Mathews' Phoenix office, Eric brings more than 24 years of experience specializing in the sale, lease, and development of industrial properties. A founding member of the firm's Phoenix office, Eric has played an integral role in establishing and growing Kidder Mathews' presence in the Arizona market. His success is driven by his ability to anticipate market shifts, uncover both on-market and off-market opportunities, and execute transactions with precision. He is known for delivering strategic, results-oriented guidance to institutional owners, private investors, and corporate occupiers, helping clients navigate complex transactions and maximize long-term value.

Eric's expertise is concentrated in the freeway-served submarkets of Greater Phoenix, including Deer Valley and the West I-10, I-17, Loop 101, and Loop 303 corridors. His deep market knowledge and long-standing relationships within these markets consistently translate into successful outcomes for his clients.

For more than two decades, Eric has partnered with Mike Ciosek, forming one of the region's most respected industrial brokerage teams. Together, they are recognized as industry leaders in landlord and tenant representation, advising on investments, acquisitions, build-to-suit developments, and land disposition strategies. Their collaborative approach, disciplined execution, and shared commitment to accountability have resulted in numerous high-profile transactions and enduring client relationships built on trust and performance.

MOST RESPECTED INDUSTRIAL TEAM

Together, they are recognized as industry leaders in landlord and tenant representation, advising on investments, acquisitions, build-to-suit developments, and land disposition strategies.

WE MEASURE OUR SUCCESS BY THE *LONG-TERM* *RELATIONSHIPS* WE KEEP



“

Mike and Eric did an outstanding job for us on a complicated deal that involved land sales, designing and selling industrial buildings. It was a long assignment. They hung in there when times were slow and always put our company's interest ahead of their own. Only the real pros do that. They are real pros.

RUSTY TURNER

President & CEO, Turner Real Estate

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We engaged Eric Bell and Kidder Mathews to assist us with our site selection and navigate the complicated world of the Build-To-Suit. He helped streamline the process and added a tremendous amount of value for the project. We would highly recommend working with Eric and Kidder Mathews.

CHAD THORNTON

Senior Director, Pristine Auction

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To Orsett, Mike and Eric's most valuable asset is their work ethic. They are never looking to cut corners or take the easy way out, and they are attentive to detail in ways that are singularly focused on providing the most value to their clients.

MIKE FERET

CEO, Orsett Properties

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Kidder Mathews and Mike Ciosek made our relocation from California to Arizona possible. When we encountered challenges during our Escrow, Mike calmly and professionally took charge and managed a very complex situation until the close of escrow. Mike Ciosek and Kidder Mathews turned a potential disaster into a smooth transition and relocation for IAC Industries.

DON MURPHY

President, IAC Industries

DELIVERING THE *BEST* *BUSINESS OUTCOMES*

Our team is dedicated to helping your business thrive by making the right choice, at the right time. Buy, sell, lease, or build, we'll work hard on your real estate so you can focus on your business.



SIOR

DEDICATED MARKET LEADERS

Through years of meticulous information gathering, transaction experience, and relationship building, the team has held down a healthy market share within the valley for 20+ years. We ask the tough questions and go the extra mile for our clients to solve the most challenging client objectives. We've tapped the power and reach of the global and prestigious Society of Industrial and Office Realtors (SIOR) to enhance our team's networking capabilities. SIOR represents the most knowledgeable commercial real estate professionals, and only the most capable and experienced brokers are admitted.



UNMATCHED MARKET INFORMATION & EXPERIENCE

Clients often want to talk about the market or find out if now is the time to make a move. Our team's proprietary analysis, based on our market research (and additional information from multiple sources) is among the most timely, comprehensive, and accurate in the valley. We love helping our clients get information that helps them make intelligent decisions.



COMPREHENSIVE SERVICES

Kidder Mathews offers comprehensive commercial real estate services, including Market Analysis, Selling, Buying, Leasing, and Development of real estate. Our team is dedicated to helping your business thrive by making the right choice, at the right time.



BROKERS YOU'LL WANT TO WORK WITH AGAIN & AGAIN

By choosing Ciosek, Bell & Gianni, you're choosing to partner with award-winning brokers who've earned national recognition and hold leadership roles in the industry's top commercial realty associations. Building long-term relationships is critical to us, as 90% of our business comes from referrals and repeat customers.



THE RIGHT DEAL, DONE RIGHT

Our team is dedicated to helping your business thrive by making the right choice, at the right time. Every recommendation is backed by deep market insight, disciplined execution, and a clear understanding of your operational goals. From strategy through closing, we manage the details and advocate for your interests at every step.

WE KNOW THE WESTERN US. WE'RE ITS LARGEST FULLY INDEPENDENT COMMERCIAL REAL ESTATE FIRM.

For nearly 60 years, our clients have gotten the best of both worlds – independent counsel from trusted experts, working as part of the largest fully independent real estate firm in the Western U.S. Today Kidder Mathews has over 900 real estate professionals and staff in 19 offices in Washington, Oregon, California, Nevada, and Arizona.

WE DON'T JUST KNOW THE MARKET, WE DRIVE IT

It's no secret that having a team deeply embedded in your market gives you the edge. Our professionals deliver insights that go beyond data and identify unexpected avenues for growth. This ensures our clients are armed to capitalize on market trends in the most competitive real estate markets in the Western U.S.

We offer a complete range of brokerage, appraisal, property management, consulting, and debt and equity finance services for all property types, giving our clients the competitive edge they need.

Commercial Brokerage

\$9B

AVERAGE ANNUAL
TRANSACTION
VOLUME

500+

NO. OF
BROKERS

Asset Services

55M SF

MANAGEMENT
PORTFOLIO SIZE

800+

ASSETS UNDER
MANAGEMENT

Valuation Advisory

2,700+

AVERAGE ANNUAL
ASSIGNMENTS

42/23

TOTAL NO. OF
APPRAISERS/MAI'S



Contact

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