



Ron Schooler Senior Vice President - Sales & Leasing

Direct: (480) 522-2770 Mobile: (602) 469-3750
rschooler@cpiaz.com

Background & Experience

Ron has lived in Arizona since 1959 and has over 34 years' experience in the Phoenix Metropolitan Commercial Real Estate Market. During that period he was a Principal, Commercial Agent and Designated Broker, with both NAI Horizon and EBS & Associates. He has completed more than 2,700 lease and sale transactions within the property types of medical, general office, industrial, flex, and retail within multi-tenant or user/occupant properties. However, he specializes in the purchase and sale of multi-tenant and single tenant office, office medical, retail, flex and industrial income producing properties.

Knowledge

He has an in depth knowledge of all aspects of a commercial real estate transaction. His clients have benefitted from his experience in negotiating leases, handling the tenant improvement process, etc., all aspects of the commercial lease process as well as all aspects of the acquisition/disposition process from either the buyer or sellers' perspective. In either a purchase or sale he will be involved in the entire process from letter of intent through close of escrow including property and financial analysis. Typically, after a purchase, ownership has requested that he handle the leasing to help ensure the individual property continues to meet its financial objective.

Property Analysis

Assisting Buyer/Seller with recommendations, as requested, of title companies, attorneys, financing options, review of property details such as land size, parking, zoning, RSF review, third party reports, contractors etc., and those services or individuals associated with aspects of the physical property and/or the Purchase & Sale Contract process.

Financial Analysis:

Due diligence review of property i.e., income, expenses and verification, analysis of existing or new debt, projected NOI, cash on cash and I.R.R. estimates, review of forecasted tenant improvements, lease commissions and capital expenditure estimates for the property, etc. This detailed analysis is performed to find potential financial or material discrepancies whether he is representing the seller, buyer or both, a lease abstract spreadsheet for individual tenant details and then importing the financial information into an Argus financial program to allow for review, verification and forecasting of estimated financial returns.

His thought process is the better the due diligence, the better the increased probability of success in achieving the projected financial returns of the individual property. The bottom line is every acquisition/disposition has risk, but it should be managed risk through extensive due diligence verification, in conjunction with ultimately the greatest commercial real estate tool of them all "common sense".