



## Ted Liles, SIOR

### Executive Managing Principal Phoenix

#### Professional Experience

Ted started in the real estate industry in 2007 and joined Cresa in 2012. Ted is a dedicated advocate for industrial real estate's pivotal role in fueling our digital economy. Amidst the e-commerce surge, the vitality of warehousing, packaging, distribution, and logistics has become more evident. Companies navigating these sectors deserve expert guidance.

Ted and his team specialize in providing unbiased, conflict-free representation to tenants, guiding them in strategy development, negotiation, risk mitigation, and issue management during occupancy. My goal: empowering clients to make sound business decisions.

Ted's strategic approach, combined with Cresa's occupier-centric real estate platform, sets us apart from a full-service brokerage. As the world's largest firm focused on tenant representation, Cresa enhances corporate processes and efficiencies. Our expertise extends beyond physical spaces. We masterfully balance public and private agendas, optimize tenancies for cost savings, and delve deep into your business needs to provide robust solutions that boost your bottom line.

Ted is a trusted partner who understands your business and industry profoundly and delivers solutions that tangibly enhance your financial performance. In 2023, Ted was featured in the Phoenix Business Journal 40 Under 40 for his outstanding achievements.

#### Clients

Ted will provide references upon request.

#### Affiliations

- Ted was formerly the Co-Chair of Cresa Global, Inc Industrial Leadership Council
- Member of Executive Council Charities
- Founding Member of Junto Arizona
- Sits on the board of PCA - Positive Coaching Alliance

#### Education

Ted attended California State University Long Beach and graduated with a communications and business degree. He was a standout athlete on the Long Beach State NCCAA Men's Volleyball Team and trained briefly with the USA Men's National Team.

#### Contact

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"Ted's team leveraged their intimate knowledge of the market to locate a facility that will bolster continued expansion of our Phoenix workforce. We were extremely impressed by the efforts of the team and the results they produced."

Dave Skierkowski, Operations Manager  
Timberlake Cabinetry

