

R. CRAIG FINFROCK, CCIM, SCLS
Biographical Information
January 2015

Craig Finfrock, a native of Lawrence, Kansas, studied behavioral psychology at the University of Kansas. Craig received a bachelor's degree in real estate, minoring in finance and psychology from the University of Arizona in 1986. This degree was recognized by the school's inclusion on the Honor Roll and Dean's List for academic performance.

Mr. Finfrock was promptly hired by Leo Eisenberg & Company, then, one to the top five strip shopping center developers in the United States. His responsibilities included leasing the company's office and retail projects in Tucson, Arizona. Consistently ranked the top leasing agent in the Tucson office, Craig was promoted to the project manager status on shopping center development projects.

Mr. Finfrock joined Grubb & Ellis Company in 1992 as a retail specialist. His focus was representing shopping center owners in marketing, leasing, renovation, development and sales. He also represented chain retailers in site selection and lease negotiations. He was awarded rookie of the year in 1993, the top producer of the retail division in 1994, 1996, 1997, 1998 and 1999. Mr. Finfrock was ranked in the top 10 overall producers nationwide in the Retail Services Group in 1998 and the top 20 in 1999 for Grubb & Ellis and received the Senior Marketing Consultant (SMC) designation. Mr. Finfrock was promoted to Vice President in January, 2000.

Since 1986, Mr. Finfrock has been involved in the leasing, development, and/or redevelopment of over eighty shopping centers throughout Arizona, including projects in twelve communities. Mr. Finfrock has leased, sold or developed over 3,644,000 sq. ft. of retail space with an aggregate value totaling approximately over \$335 million in 755 transactions.

Mr. Finfrock has been a member of the International Council of Shopping Centers (ICSC) since 1986. He was a committee chairperson for the Southwest Idea Exchange for eight years, a state board member for four of those years and was the 1999 Program Committee Co-Chairman. Mr. Finfrock has also received the Certified Leasing Specialist (CLS) designation from ICSC in 1998, the Senior Certified Leasing Specialist (SCLS) designation in 2003 and the Certified Retail Property Executive (CRX) designation in 2012.

In late 2000 and 2001, Mr. Finfrock led a team of brokers to negotiate the acquisition of Grubb & Ellis' Tucson office and turn it into an affiliate office for Grubb & Ellis Company, an accomplishment which was a first in Grubb & Ellis Company's history.

In 2001, Mr. Finfrock obtained an Arizona Real Estate Broker License and formed Commercial Retail Advisors, LLC, a real estate brokerage company specializing in retail development, sales, leasing and tenant representation. In 2002, Craig established, with Randy Finfrock and Fred Howard, Commercial Retail Investors, LLC, an investment company specializing in retail property investment and development.

In 2001, Mr. Finfrock obtained the prestigious Certified Commercial Investment Member (CCIM) designation awarded by the CCIM Institute, a division of the National Association of Realtors. This certification is held by only 5% of all the commercial real estate professionals and is equivalent to a graduate level of education.

Mr. Finfrock has served on the Board of Trustees of the Big Brothers and Big Sisters of Tucson, was the founding president of the Tucson Museum of Art Men's Arts Council, served on the Tucson's Citizens Sign Code Committee, the Tucson Planning Commission and the Rio Nuevo District Board.

