

# WILSON McDOWELL

SIOR, CCIM

Managing Director,  
Principal

CENTRAL FLORIDA  
INDUSTRIAL (CFI)  
TEAM

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## Experience

Wilson McDowell is a Managing Director and Principal at Cite Partners. He has been active in the commercial real estate industry since 2005 and is consistently recognized as one of the top industrial real estate brokers in Central Florida. Wilson specializes in representing tenants, buyers, sellers and landlords in the disposition, acquisition, development and leasing of industrial real estate. He has had significant experience in site selection for new locations, consulting on current real estate assets and assisting industrial real estate users and investors with development and investment strategies.



## Background

Wilson was the Managing Director of Industrial Services at Colliers International for nine years before starting Cite Partners. At Colliers, he was consistently ranked as one of the top brokers in the region. He graduated from Davidson College with a BA in economics and takes pride in staying involved with the community.

## Professional Highlights

- 2015 - NAIOP Industrial Broker of the Year-Landlord Rep, 1st Place
- 2015 - NAIOP Industrial Broker of the Year-Combined, 2nd Place
- 2014 - NAIOP Industrial Broker of the Year-Combined, 2nd Place
- 2014 - NAIOP Industrial Broker of the Year-Tenant Rep, 3rd Place
- 2015 - CoStar Power Broker
- 2013-2009 - Colliers International Top 10 Producer
- 2013-2009 - CoStar Power Broker
- 2011 - NAIOP Developing Leader Award
- 2011 - NAOIP Industrial Broker of the Year (Central Florida), 2nd Place
- 2009 - NAOIP Industrial Broker of the Year (Central Florida), 3rd Place

## Community

- President | NAIOP | 2017
- Board Member | Winter Park YMCA | 2014 - present
- Past President | NAIOP Developing Leaders | 2011
- Board Member | NAIOP Central Florida | 2010 - present
- Youth Coach | YMCA
- Pop Warner Football Coach | SOYFA

## Designations and Education

- Society of Industrial and Office Realtor Designation (SIOR, 2013)
- Certified Commercial Investment Member Designation (CCIM, 2008)
- Florida Real Estate Broker
- Bachelor of Arts in Economics, Davidson College



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## Current Clients

- Prologis
- McCraney Property Co.
- Crow Holdings
- BlueScope Properties Group
- High Street Realty
- Hanover Capital
- Seefried Properties
- Denholtz Associates
- Max France, Inc.
- Smyth Enterprises

## Notable Transactions

Client	Sq. Ft.	Representation
McCraney Property Co	451,823 SF	Landlord
Hanover Capital	300,730 SF	Buyer
Goodyear Tire and Rubber Fence Outlet	292,312 SF	Seller
BJP Real Estate Partnership	273,384 SF	Buyer
BlueScope Properties Group	256,838 SF	Seller
Earnest Products	246,031 SF	Landlord
Colony Realty Partners	242,000 SF	Buyer
Justine Realty	242,000 SF	Landlord
Panattoni Development	215,900 SF	Seller
McCraney Property Co.	199,100 SF	Seller
DCT Industrial	193,968 SF	Landlord
Kellogg	193,133 SF	Landlord
Rhino Tire USA	156,000 SF	Tenant
MC Assembly	144,556 SF	Landlord
Smyth Lumber Trust	134,900 SF	Tenant
Homelegance	132,731 SF	Seller
High Street Realty	123,740 SF	Buyer
Sun Hung Kai Holdings	122,605 SF	Buyer
Deep Foods	117,280 SF	Buyer
Smyth Lumber Trust	113,205 SF	Buyer
McCraney Property Co.	102,275 SF	Landlord
DCT Industrial	99,124 SF	Landlord
Invesco	98,394 SF	Landlord
McCraney Property Co.	98,000 SF	Landlord
Invesco	96,924 SF	Landlord
Panattoni Development	96,000 SF	Landlord
National Distribution Center	93,608 SF	Seller
Fidelity National Title SGASi	91,318 SF	Tenant
Prologis	88,139 SF	Landlord
Principal Life Insurance	86,600 SF	Tenant
Prologis	80,000 SF	Landlord
Grendene USA	75,580 SF	Landlord
Star Pipe	72,000 SF	Landlord
Smyth Lumber Trust	67,397 SF	Tenant
	67,339 SF	Tenant
	66,298 SF	Landlord

## Accolades

*"...I would be remiss if I didn't take the time to give special thanks...to Wilson McDowell. Wizard Connection is forever grateful for the assistance and professional leadership you put forth throughout the entire process. Your foresight and knowledge was instrumental in negotiations and you played a crucial role in saving Wizard hundreds of thousands of dollars over our new term."*

**James C. Fisher** | General Manger | Wizard Connection

*"...it was really great working with Cite Partners. It was fun and we obviously created a lot of value. You guys delivered exactly what you said that you would."*

**Rob Neiffer** | Director | Invesco Real Estate