

## PROFESSIONAL PROFILE

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### Iain Ferguson

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Iain Ferguson is Executive Vice President of Industrial Properties with CBRE Limited in Calgary. Iain is the leader of the Calgary Industrial group which handles tenant rep, agency and sales in the greater Calgary area. The Calgary Industrial team transacted 140 transactions in 2017 for over 4.0 million square feet.

In 2013 Iain became CBRE's youngest Executive Vice President and has been CBRE's top Industrial Professional in Western Canada for 2010, 2011, 2014 - 2017, and a top 5 Industrial broker in Canada each year since 2009 to 2017. Iain has been a consistent moderator at the Calgary Real Estate Leasing forum and has been a yearly moderator at the Calgary Buildex forum since 2006.

### CREDENTIALS

- Past Canadian Rookie of the Year for CBRE
- Top Industrial Broker for CBRE Western Canada 2010, 2011, 2014, 2015, 2016 and 2017
- Top 5 Industrial Broker for CBRE Canada 2009-2017
- Top 20 Producer for CBRE Canada 2008 – 2017

### EDUCATION

Acadia University

### SELECT USERS REPRESENTED

SMUCKERS CANADA  
WOLSLEY MECHANICAL  
WESTBURNE ELECTRIC  
YOKOGAWA CORP.  
SHAWCOR  
LOBLAW  
UNISELECT  
FRESH DIRECT  
SOBEYS  
PEPSI

### SELECT OWNERS

#### REPRESENTED

KING SETT CAPITAL  
AIRSTATE LTD.