

# Jake Fairclough *Retail Specialist*

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Jake Fairclough's career in commercial real estate is a natural -- three generations of his family have been extensively involved in construction, ownership and management of commercial and residential properties. Jake has successfully parlayed his background and experience in a new direction at Commerce Real Estate Solutions, as an agent specializing in retail, land and investment properties.

Jake is focused on the sale, leasing and disposition of retail land and existing buildings as well as the marketing of new retail developments. His experience and expertise also includes tenant representation of both local and national clients. He has a thorough understanding of wants, needs and trends in the commercial and residential real estate market that is balanced by his perspective as an agent as well as an owner/developer.



**DOLLAR CUTS**



**SHOE CARNIVAL**



**UINTA GOLF**

Jake is meticulous about providing the most timely, accurate market information available to his clientele, and proficient in assembling the site information, competition analysis, demographic profiles and market penetration studies that are vital in today's ever-changing real estate environment. He recently spearheaded the process of creating an extensive tenant database that has expedited and maximized the process of matching tenants with available properties. This system has become one of the most comprehensive and thorough in the state of Utah.

His ability to use information to accomplish a client's goals is equally important. Jake's network of relationships with decision makers on both a local and national level ensures that clients have the best representation available. The roster of tenants he represents includes some of the most recognized names in retailing -- Wal-Mart, JP Morgan Chase, AT&T/Cingular Wireless, Shoe Carnival, Starbucks, Boston Pizza, Jo-Ann Fabrics, Uinta Golf, Utah Home Fitness, Mountain Timber Furnishings, Simply Mac, etc.

Jake's expertise also extends into the specialty of investment property acquisition and sales. From sales to small individual investors up to the disposition of large scale retail portfolios, he is skilled at accomplishing the investment criteria of a diverse clientele.

Jake has also found time in his busy schedule to give back to the community and environment. He is currently Chairman of the Salt Lake Chapter of Ducks Unlimited, the worldwide leader in wetlands conservation, which over the last two years has been in the Top 100 Chapters in the USA for grassroots donations raised.

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