



Justin Bailey Associate | Office

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Professional Expertise

Justin Bailey joined Cushman & Wakefield/Commerce in 2010, as an Associate with Salt Lake City's Office Division. He specializes in lease negotiations, asset marketing, proposal preparation, and property touring with prospective tenants. Justin works directly with landlords to fill vacancies by utilizing existing client relationships and placing direct calls to area tenants. He also guides tenants in identifying and selecting new business locations, while leveraging their current tenancy to renew client leases.

Justin's experience in real estate began alongside his parents, who both worked in commercial and residential real estate while he was young. Building upon his early exposure, Justin's additional study and personal experience has developed a detailed understanding and knowledgeable insight into all aspects of the commercial real estate industry. He builds enduring client relationships, and has been integral in several significant office leasing projects at Cushman & Wakefield/Commerce.

Clients Served

- Comcast
- First Solar
- MidAmerican Energy
- Pacificorp
- Rocky Mountain Power
- SunPower Corporation
- Vectra Management Group
- Walker Center

Accomplishments

Responding to persistent vacancies in Salt Lake City's historic Walker Center building, Justin led a direct cold-calling campaign to target downtown businesses suitable for tenant occupancy. The campaign increased occupier interest immediately, resulting in a 47% increase of all property tours, and multiple signed tenant leases. Occupancy increased significantly, and the Walker Center has maintained over 90% occupancy ever since.

Justin also provides real estate consultation to SunPower Corporation and First Solar, which has involved him in two of the world's largest solar projects: the 250 Megawatt California Valley Solar Ranch, and the 600 Megawatt Antelope Valley Solar Project.

Professional Affiliations

- Active designee candidate – CCIM

Education

- B.S. Political Science – Brigham Young University