



Geoffrey West Senior Director, Investments/Apartments

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Professional Expertise

Geoffrey West is Senior Director, Investments/Apartments with Cushman & Wakefield/Commerce, where he specializes in the sale and acquisition of performing and distressed commercial investment properties, apartments, and mixed-use development sites.

Prior to joining Cushman & Wakefield/Commerce, Mr. West was with CB Richard Ellis for almost 12 years, focused exclusively on investment property sales and attained the level of First Vice President in the Investment Properties Division as a charter member of the National Private Client Group.

Mr. West has over 17 years' experience in the Las Vegas market working in commercial real estate lending and brokerage and an extensive background in representing clients in the acquisition and disposition of multi-family, office, industrial, retail, land, and mixed-use developments. This knowledge has provided an excellent foundation for the underwriting, marketing, and sale of investments, multi-family projects and distressed assets. In addition, Mr. West possesses a thorough understanding of the typical financing vehicles utilized for commercial properties and the corresponding effect of each on value.

Over the past 14 years, Mr. West has successfully sold of over \$750 million, representing over 4.2 million square feet. This includes 22 closings totaling more than \$55 million that have occurred since late 2009 during some of the most challenging market conditions ever experienced. Throughout his career, Mr. West has had the pleasure of working with the below companies in obtaining their commercial real estate goals, both short-term and long-term.

Clients Served

- Lehman Brothers
- FDIC
- Fisher Brothers
- Cyburt Hall Partners
- Great American Cap
- Family Trusts
- TriMont Real Estate Advisors
- Glenborough Properties
- United States Marshals Service
- Marnell Properties
- CB Richard Ellis Investments
- Bank of America, N.A.
- Prudential Real Estate Investors
- Harsch Investment Properties
- Sierra Health Services
- Various Private Investors

Major Transactions

• Sierra Health Services	\$115 million	Portfolio disposition	550,000 sf
• Lehman Brothers	\$75 million	Listed condominium	212 U/16AC
• Fisher Brothers (NYC)	\$60 million	Mixed-use site	20 AC
• CBRE Investors	\$45 million	Office investment disposition	204,123 sf
• CBRE Investors	\$39 million	Medical office investment disposition	164,685 sf
• Glenborough Properties	\$28 million	Sold mixed-use industrial	8.54 AC
• Prudential Real Estate	\$25 million	Entertainment retail disposition	223,000 sf
• Bank of America, N.A.	\$19 million	Extended stay apartment disposition	396 units
• Hall Equities Group	\$16 million	Extended stay apartments acquisition	455 units
• Kirkorian Enterprises	\$16 million	Investment acquisition	129,419 sf
• JR Investments of S. Nevada	\$11 million	Sold vacant land	112 AC
• Lehman Brothers Holdings	\$7 million	Industrial investment disposition	161,760 sf