



Nancy Edwards Senior Director, Industrial / Investment Specialist

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Professional Expertise

Nancy Edwards is a senior director with Cushman & Wakefield/Commerce's industrial and investment divisions. She represents owners, landlords, purchasers and tenants in a variety of transactions. Her knowledge in real property transactions, attention to detail, and client dedication has earned her a committed clientele who relies on her expertise to achieve their real property goals.

Nancy joined Cushman & Wakefield/Commerce in 1997. She has extensive knowledge of the Utah industrial market and provides clients with detailed, accurate information on current and historical market conditions, property dynamics, lease rates and purchase/sale information. Her work with distribution clients includes local, regional and national companies utilizing a variety of distribution models. Manufacturing companies rely on Nancy to help them locate facilities to maximize their efficiency and operations. She has assisted clients with build-to-suit facilities, speculative construction, remodeling and expanded rail requirements. Her work in the industrial area also extends to the representation of developers in the acquisition and development of industrial parks.

As an active member of the Investment Properties Group, Nancy represents individuals, partnerships, and institutional clients in the purchase and sale of all types of commercial investment properties. Her experience with industrial investments includes multiple sale-leaseback transactions. She has successfully negotiated sales throughout the country, including the representation of independent Cummins Diesel Distributors on thirty five sale-leaseback transactions in over eighteen states. A combination of real estate and legal experience adds unique value to all her client relationships.

Clients Served

- American Equipment
- C Fabrication
- Del Mar Partnership
- DHL Global
- Esco Corporation
- Hamilton Partners
- Homeland Vinyl Products
- International Paper Box
- O.C. Tanner Company
- Osprey Packs
- Prime Inc.
- Stock Building Supply
- The Rockefeller Group
- Thermo King Intermountain
- Thermo King NW
- Unified Fire Authority
- Veracity Logistics

Professional Affiliations

- Member (previous), Utah State Bar Association
- Member (previous), California State Bar Association

Education

- B.A. University of San Diego
- J.D. University of San Diego