



## BRIAN BARSON

Senior Vice President/Principal

*SPECIALIZING  
IN INVESTMENT  
& RETAIL*

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### PARTIAL CLIENT LIST

- ▶ Carl's Jr.
- ▶ McDonald's
- ▶ Subway
- ▶ Winchell's Donuts
- ▶ SBE Entertainment
- ▶ ABC Stores
- ▶ Smashburger
- ▶ Walgreens
- ▶ DonerG
- ▶ Waba Grill
- ▶ First American Trust
- ▶ Wells Fargo Trust

### BIOGRAPHY

Brian has thorough knowledge of the site location decision process including local market analysis, competition assessment, site identification, lease/purchase negotiations and the permitting/construction process.

Specializing in retail product type:

- Single-Tenant Investment Sales
- Exclusive Marketing for Sale & Lease
- Exclusive Tenant & Buyer Representation
- Property Valuations
- Consulting

### CAREER HISTORY / PROFESSIONAL RECOGNITION

Brian's commercial real estate career began in Las Vegas, Nevada in 2006. He has been involved in all facets of the industry including sales, leasing, management and development. He's worked with substantial companies like Walgreens and Carl's Jr. on site selection, represented landlords in retail shop leasing, assisted in the valuation and disposition of investment properties, negotiated eminent domain settlements for property owners, and even developed, from the ground up, an indoor machinegun range on the Las Vegas Strip.

In 2013, Brian made the move to Southern California to focus on retail leasing and investment sales at Lee & Associates - Newport Beach with senior broker Ken Gould. Brian's tech-savviness and CCIM background combined with Ken's 30+ years' deal making experience offers a preeminent asset to clients.

### EDUCATION / AFFILIATIONS

- University of Arizona - Regional Development & General Business (2006)
- Certified Commercial Investment Member - Designee (CCIM)
- International Council of Shopping Centers - Member (ICSC)
- Southern Nevada Mountain Bike Association - Founding Member/Board Member (SNMBA)