

**Clark Simpson** Senior Vice President

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## Work Experience

Clark Simpson focuses exclusively on investment sales opportunities for Cushman & Wakefield | Thalhimer in Hampton Roads out of the Virginia Beach office. Prior to joining the Capital Markets Group in 2019, Clark was the founder of Commonwealth Property Group, a real estate investment and management firm he founded in 2012. Clark previously worked as a Vice President for CBRE in their Norfolk office where he received extensive experience in the sale of retail, office, flex, and multifamily property types.

Clark continues to work in the capacity as a witness and consulting expert in complex commercial real estate litigation cases providing services that include document review, strategy consultation, broker valuation opinions, and testifying in court.

Since joining Cushman & Wakefield | Thalhimer's Capital Markets Group, Clark has closed more than \$150 million in investment sales transactions for retail, office, industrial and multifamily properties.

## Key Assignments

- Represented a 1031 Buyer in the \$20 million, off-market purchase of 1129 Production Road, a 355,000 square foot industrial warehouse in Norfolk, Virginia
- Sold three mobile home parks in 2022 valued at more than \$13 million
- Sold three Starbucks-anchored strip centers valued at nearly \$15 million
- Sold over \$40 million in retail and multifamily investment properties on behalf of the owners while running the Commonwealth Property Group
- Represented DriveTime Car Sales as their national broker during their nationwide expansion in Virginia, North Carolina, Texas, Indiana, Kentucky, and Ohio
- One of the founding members of CBRE Manufactured Housing Group in 2009. Consulted with numerous special servicers of CMBS loans secured by manufactured housing communities throughout the country. Provided lenders with Opinion of Value assessments, disposition strategies, market intelligence, and loan sales services

## Professional Affiliations & Community Service

- Awarded CREC Brokerage production awards for six straight years, while at CBRE
- Member International Council of Shopping Centers (CSC)

## Education

- James Madison University | Bachelor of Arts, Business Minor, 1995