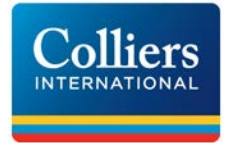




# Sean Westfall

SENIOR ASSOCIATE | INVESTMENT SERVICES



[sean.westfall@colliers.com](mailto:sean.westfall@colliers.com)

## EDUCATION AND QUALIFICATIONS

Bachelor of Science  
Finance  
University of Arizona  
Eller School of Management  
  
Arizona School of Real  
Estate and Business

## AFFILIATIONS AND MEMBERSHIPS

NAIOP, the Commercial  
Real Estate Development  
Association  
  
Urban Land Institute (ULI)  
Valley Partnership  
  
Leadership Council for  
Colliers in Greater Phoenix

## CONTACT DETAILS

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## AREA OF EXPERTISE

Sean Westfall is a senior associate with Colliers International in Greater Phoenix, specializing in investment services. He partners with the team of Mindy Korth, executive vice president; and Kirk Kuller, vice president.

The team specializes in investment sales of all property types and advises a wide range of clients from institutional and private capital investors to lenders, special servicers, REITs and foreign capital groups.

Clients benefit from the team's strategic advice, customized marketing strategies, detailed financial analyses and market knowledge. Sean provides investment and financial analyses of capitalization rates, cash flow and replacement costs.

Sean conducts targeted marketing calls to source potential listing opportunities and prepares listing proposals, presentations and broker opinions of value.

He meets regularly with buyers, sellers, landlords, tenants, appraisers, property managers, and business and community leaders to establish strong relationships and evaluate investment opportunities.

As a proactive partner and problem-solver, Sean is committed to delivering results for the team's clients.

## PROFESSIONAL ACCOMPLISHMENTS

- 2015 – Named the David L. Hallstrom Rookie of the Year by Colliers International in Greater Phoenix
- 2015 – Nominated Best of NAIOP Rookie of the Year

## BUSINESS BACKGROUND

Before joining Colliers' investment services team, Sean specialized in healthcare real estate services for Colliers, representing clients in the acquisition, disposition and leasing of healthcare real estate.

Prior to joining Colliers, Sean was an office brokerage intern at CBRE in Phoenix, where he gained in-depth knowledge of commercial office leasing. He edited and maintained an extensive property database and assisted in the property marketing process.

Previously, Sean worked at DriveTime as a retail strategist intern. He completely redesigned a new interface for the company intranet and reformatted the car price sticker used across the United States.

Sean served as a brokerage intern at GBC Partners, Inc., in New York City, a leading global brokerage company servicing the wholesale financial and real estate markets.

## COMMUNITY INVOLVEMENT

Sean is an active member of:

- NAIOP, the Commercial Real Estate Development Association
- Urban Land Institute (ULI)
- Valley Partnership