



## Art Burrows

Senior Vice President

NAI Hiffman

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## Scope of Responsibilities

Arthur Burrows has more than 25 years of investment sales experience within the commercial real estate industry. He is focused exclusively in the disposition of investment properties. Art has been involved in closing over \$1.3 billion in office, retail and industrial transactions exceeding 6 million square feet of space. His in-depth knowledge and understanding of the capital markets comes from his day-to-day contact with active buy side and sell side participants (institutional, private national/local, public/private REITS, special servicers and banks). In addition, he has ongoing discussions with lenders (banks, life insurance companies and conduit lenders) to understand how they are currently underwriting loans and the potential impact on property pricing. His knowledge of the property markets comes from closely observing the trends influencing the supply of and the demand for space, rental rates and the cost to deliver space to the tenant, i.e. the net effective rents. His extensive industry contacts and in-depth market knowledge, combined with a state-of-the-art investment sales platform, ensure certainty of execution.

## Educational Background

University of Connecticut, Storrs, Connecticut BS, Accounting MBA,  
Finance and Real Estate