



Patrick J Sullivan

Executive Vice President

NAI Hiffman

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Scope of Responsibilities

Pat Sullivan is a Senior Vice President of NAI Hiffman's Industrial Capital Markets Team with more than 30 years of experience in commercial real estate, representing clients in the sale and acquisition of investment properties, structuring joint ventures and advising on valuation and appropriate timing and structure for a sale. Throughout the span of his career, Mr Sullivan has been responsible for industrial investment transactions exceeding 75 million square feet with an aggregate value in excess of \$4 billion and more than \$4.5 billion in total investment transaction volume.

Background & Experience

Prior to joining NAI Hiffman, Mr Sullivan held positions as a Managing Director at HFF's Chicago Office, Owner and Principal of Converse Capital, LLC, which he created in 2006 to provide marketing and disposition services to owners of commercial investment real estate. Prior to these, Mr Sullivan was a Director for Industrial Transactions at Cushman & Wakefield as well as Grubb & Ellis.

Professional Affiliations & Designations

National Association of Industrial and Office Properties (NAIOP) Real Estate Broker, Illinois

Educational Background

Illinois State University - BS, Business