



CLIFF JOHNSTON

Senior Vice President

Recognized as one of Arizona’s leading “landlord rep” brokers, specializing in all classes of retail properties, Cliff brings nearly 36 years of experience and market knowledge to Kidder Mathews. Advising property owners on current retail market conditions and trends as related to property dispositions and leasing strategies are his expertise.

Cliff Johnston comes to Kidder Mathews from Cushman & Wakefield, formerly Cassidy Turley/BRE Commercial, where he served as managing director for 11 years. Prior to that, he spent 25 years beginning at CBRE, then Grubb & Ellis/BRE Commercial, specializing in the sale and agency leasing of all retail property types.

Understanding that each client’s needs are unique and each individual retail property is equally unique, Cliff has navigated retail assignments from the simple lease up of neighborhood shopping centers to the complete redevelopment and/or repositioning of regional malls and power centers, a skill that comes with decades of proven experience.

AFFILIATIONS & MEMBERSHIPS

MEMBER, International Council of Shopping Centers (ICSC)

EDUCATION

BS in Business Administration, Arizona State University

NOTEABLE TRANSACTIONS

133,000 SF	Home Depot	13,000 SF	Walgreens
210,000 SF	Walmart	12,800 SF	PetSmart
90,000 SF	Amazing Jakes	5,858 SF	QT
40,198 SF	Sears	4,000 SF	KFC
39,238 SF	EOs Fitness	4,000 SF	Popeyes
30,000 SF	TJ Maxx	3,500 SF	Chevron
30,000 SF	Whole Foods	3,500 SF	McDonalds
26,000 SF	Staples	3,000 SF	Raising Canes
22,000 SF	Total Wine		

CLIENTS SERVED

- Invesco
- US Bank
- Lennar Partners
- Birtcher Property Services
- Pacific Mutual Life Insurance
- CIGNA Investments
- REEF Funds
- Citibank
- Security First Life Insurance
- GECC (General Electric)
- Vestar Development
- ING Real Estate
- Westcor Partners
- Westwood Financial Corp.
- CNA Enterprises
- Ethan Christopher
- Phillips Edison & Company
- Sarofim Realty Advisors
- Koll Real Estate Group



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