

G. “PETE” PETERSON, E.M.S.
Colonel United States Air Force (ret.)
Vice President-Office/Industrial
Clifford Commercial Real Estate



Career Summary Twenty-four years in commercial real estate market.

Expertise Providing viable solutions for hard-to-sell/lease properties.

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- Building on the market for three years at \$3,000,000.00 without viable offer. Upgraded the building, eliminating a bad loan and sold the building for \$4,900,000.00.
- Owner had a parcel that needed a zone change to increase land value. Completed a market analysis for the Zoning Authority that resulted in a zone change from residential to retail.
- Lessee wanted to buy the property and owner said “no way.” Provided the owner with an analysis showing how selling the property could enhance his wealth.

- Specialty**
- Sales/leasing and investment—listed and unlisted properties
 - Vacant land analysis and development
 - Tax deferred exchanging

Experience

August 2002 to Present <i>Salesman</i>	Clifford Commercial Real Estate	
2001 – 2002 <i>Salesman</i>	NAI Horizon Commercial	Las Vegas, NV
1982 – 2001 <i>Salesman</i>	Americana Commercial Group, Realtors	Las Vegas, NV
1951 to 1978	United Air Force Retired October 1, 1978	

Licenses Nevada Real Estate Salesman’s License

Education University of Nebraska at Omaha
▪ Bachelor of General Studies—Major: economics & management
National Council of Exchanges—Gold Card

Personal Personal competence—loyalty “My word is my bond.”
Married
Hobbies: Racquetball, golf, skiing and reading