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## **Barnes joins Whelan Associates as vice president of Capital Markets Group**

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According to Whelan Associates, LLC, Richard Barnes has joined the company as vice president of the Capital Markets Group.

As head of this new division of the company, he will take the lead in providing clients with customized investment property sales solutions, as well as acquisition and recapitalization services. These services are offered to individual and institutional owners and investors engaged in buying, selling, developing and financing real estate.

Barnes brings to the company over 30 years of commercial real estate experience in development, leasing and investment property sales. More recently, Barnes has closed over \$52 million in transactions in the past three years. As a specialist in the office, retail and industrial property markets, he proactively identifies and matches the needs of buyers and sellers, and engineers solutions that insure smooth transactions.

### About Whelan Associates

Whelan Associates, LLC is a leading provider of strategic

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