

Experienced
Successful
Established





1935 Whitfield Brothers Real Estate
1976 Whitfield-Bernhardt Realtors
1996 Coldwell Banker Whitfield-Bernhardt Realtors
1998 Coldwell Banker Commercial Bob Bernhardt Associates
2005 Coldwell Banker Commercial Jenkins-Bernhardt Associates

As the oldest real estate firm in Vancouver-Clark County Washington, the company was founded in 1935 by Harold and Glen Whitfield and was known as Whitfield Brothers Real Estate. In 1972 Bob and Karen Bernhardt purchased the company and the name was changed to Whitfield-Bernhardt Realtors. The acquisition of several independent real estate companies fueled dynamic growth in our county, leading to the company franchising as Coldwell Banker Whitfield-Bernhardt Realtors in January 1996.

Another dramatic growth spurt in the county and changing market dynamics gave Bob and Karen an opportunity to sell the residential division to NRT, the holding company for Coldwell Banker companies. The Commercial Division was retained by the Bernhardt's under a new corporate umbrella in a new location. All of the Commercial agents that were with the original office joined the new company, Coldwell Banker

Commercial Bob Bernhardt Associates.

With continuous growth and success, and a vision for the future Bob Bernhardt sold 50% of the corporate stock to Michael Jenkins. During this transition we realized our need to relocate to a larger, Class A office space. In November 2005 this need was met. We moved to 1500 D Street in downtown Vancouver and became Coldwell Banker Commercial Jenkins-Bernhardt Associates

In 2004, 2005, 2006 and 2007 we were recognized as a Commercial Elite Office with Coldwell Banker Commercial. The highest honor a Coldwell Banker Commercial franchised company can achieve. The award is based on Closed Adjusted Gross Commission Income during the calendar year. Also, since 2001 we have been the #1 Coldwell Banker Commercial Office in the State of Washington.

The Global Leader in Commercial Real Estate

Service-Lines

We provide comprehensive services to our clients who vary in size from smaller local companies to large multinationals. Though they come to Coldwell Banker Commercial with a broad spectrum of projects and needs, they do have several qualities in common. First is the need for a real estate service provider who understands and helps realize their goals. Second is the desire to work with an established, experienced and successful organization that performs exceptionally at the local level as well as the national level.

Brokerage and Leasing Transaction Services

Coldwell Banker Commercial Associates are equipped with the necessary skills to assist you with all of your transaction needs. CBC professionals have access to the market data that will help them negotiate sale price or lease terms on your behalf. Their local market knowledge ensures that your transaction will be completed in accordance with all regulatory standards and will meet your needs.

Investment Analysis

Coldwell Banker Commercial represents clients in both the acquisition and disposition of investment properties. With extensive market data, research, and a long history of success at their fingertips, CBC associates provide comprehensive investment analytics that help to evaluate and increase return on investment, as well as find alternative financing recommendations and individual or multiple location transaction services. Included in this knowledge is a very experienced team in the criteria of a 1031 exchange and Tenants In Common.

Tenants In Common

With our Tenants In Common (TIC) program, you can join other investors to access high-quality properties with a low minimum investment. You co-own the property and receive an individual deed at closing for your fractional interest. You share in the income, tax benefits and growth associated with the property. And, you have the same privileges as a single, fee simple owner - you can sell, will, grant, gift, or bequeath your percent interest to your heir(s).

Acquisition and Disposition Services

Coldwell Banker Commercial Associates work directly with you to determine your needs then strive to improve efficiency and reduce costs continually. We carefully identify and focus on target markets and prepare the necessary packages such as purchase agreements, move-in details and proposal solicitations.



MICHAEL JENKINS
PRINCIPAL BROKER / OWNER



BOB BERNHARDT
ASSOCIATE BROKER / OWNER



SUZY CLAYTON
MANAGER



SHANNON BENSHOOF
INDUSTRIAL PROPERTY MGR.



MICHELLE ESTEP
PROPERTY MANAGER



ALLAN EVRIDGE
INVESTMENT DIVISION



DEREK FEDERINKO
INVESTMENT DIVISION

Auction Services

Coldwell Banker Commercial Associates can assist you in enhancing your property value prior to sale and providing national exposure, ultimately helping you to achieve the highest possible price for your property in the shortest amount of time. Associates also provide services in consulting, marketing plans, auction timelines, and disposition of an entire portfolio or single property through the selected auction process.

Property and Facilities Management

Coldwell Banker Commercial will always work closely with you to provide comprehensive property management services, reducing expenses and increasing tenant retention. Our goal is to preserve an owner's investment by maximizing the cash flow and increasing the net value. We are more than the care taker. We keep the owner informed of changing rental markets, prevailing economic trends and needed maintenance through monthly reporting and communication. Real estate profits are created in four basic ways: buying extremely well, financing in the most favorable manner, operating a property to maximize annual income, and selling at the right time. With a strong position in the commercial real estate industry, our Property Management Division has the cutting-edge technology tools, property management expertise and market knowledge to provide you with superior management services.

Market Research & Analysis

Coldwell Banker Commercial Associates have access to the latest commercial real estate information and trends that are essential to you in making informed decisions. With such comprehensive data, CBC associates can help you determine your real estate alternatives. This includes researching and analyzing competitive properties, prevailing market conditions and building occupancy. Associates can also identify prospective buyers or tenants through market strategy development using state-of-the-art proprietary systems for transaction services including property sales, lease negotiations, and lease renewals.

Our Associates

The Coldwell Banker Commercial Associates are always committed to unrivaled performance standards, which translates into bottom-line results for clients. As a full-service commercial real estate company, associates focus on providing superior professional services regardless of the size of the assignment. The goal in all assignments is to understand the client's business needs and to formulate and carry-out creative real estate solutions that enable you to operate more profitably and productively. In addition, associates can leverage their relationships with fellow CBC associates in over 500 offices in 27 countries around the world to access a larger pool of potential investors and tenants.



Commercial Real Estate Specialists

NNN Investment Property

NNN Investment specialist(s) are your single-source, full-service provider for triple-net lease property investments and 1031 exchanges. They may also assist through unique sale-leaseback and credit tenant lease transactions that allow investment-grade owner-users to free up the equity they have in real estate assets while maintaining control of their facility.

Multi-Family Property

Our multi-family property specialist(s) are well-versed in the unique elements and trends that shape successful multi-family transactions. With access to local, national, and international market data and industry trends, CBC associates can provide the knowledge to help you make informed decisions and design the ideal real estate solutions that meet your needs.

Retail Property

Coldwell Banker Commercial® associates are skilled in every facet of the retail brokerage business. They understand how closely real estate is tied to your business, and work to develop strategies that benefit your bottom line. CBCSM associates can help owners maximize asset value prior to sale via property rehabilitation and market repositioning, as well as find tenants that will add value to the property. In addition, CBC associates can assist buyers in making informed decisions that are aligned with their business strategies and growth or consolidation plans. With polished skills in site selection and negotiations, CBC associates can also help tenants find the best possible location and negotiate the best sale or lease terms.

Office Property

Our office property specialist(s) provide services targeted to the specific needs of corporate and small business clients. CBC Associates clearly understand today's office businesses climate and work to eliminate excess, trim expenses and drive value to your bottom line. By providing market-specific information, we can assist in making informed decisions that result in increased company worth.

Industrial Property

Our industrial property specialist(s) are skilled in matching your sophisticated logistical needs with the right industrial property. With access to local market data and a global presence, CBC associates leverage their knowledge, experience, and contacts to find the most efficient and effective real estate solutions for each client in the industrial market.



GREG GOFORTH
HOSPITALITY SALES



ELENA HOPPER
INVESTMENT DIVISION



WALLY HORNBERGER
ASSOCIATE BROKER



BRETT IRONS
RETAIL SALES & LEASING



GORDON LEWIS, MBA
LAND SALES & DEVELOPMENT



BECKY POTTER, CCIM
MULTI-FAMILY INVESTMENTS



KELLY SHEA
INDUSTRIAL SALES AND LEASING



JIM WEST
OFFICE SALES & LEASING



BRIAN SULLIVAN
OFFICE-RETAIL SALES & LEASING



KEVIN WINGATE-PEARSE
MULTIFAMILY & INVESTMENT SALES

Land Property

Our land specialist(s) are leading brokers and associates located in more than 500 offices around the world. Each associate has extensive experience in the commercial real estate industry with specific focus on the sale, purchase, lease, and development of commercial-use and residential development land properties.

Hospitality (Hotel & Motel)

The industry leading Coldwell Banker Commercial Associates who specialize in transactions involving hospitality properties are seasoned veterans in the hospitality industry are guided by a deep commitment to providing clients with exceptional real estate service. Associates will assist you in making informed, profitable decisions by using their thorough knowledge of both the local and national marketplace. Our professionals will help owners maximize asset values and assist buyers in making informed and intelligent purchases.



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CO

Coldwell Banker Commercial Local and National Awards

A Coldwell Banker Commercial Elite Office

2004, 2005, 2006, 2007

The #1 Office in the State of Washington

2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009

The Top Producer in the State of Washington

Michael A. Jenkins: 2000, 2001, 2002, 2003, 2004, 2005
Gordon Lewis 2006, 2009

The Top Producer in the Western Region

Michael A. Jenkins: 2002, 2003, 2004

Platinum Circle of Distinction Winners

Derek Federinko
Gordon Lewis
Michael Jenkins
Kelly Shea

Silver Circle of Distinction Winners

Brett Irons

Bronze Circle of Distinction Winners

Bob Bernhardt
Becky Potter
Brian Sullivan
Michelle Estep

Quality Customer Service

Our foundation of success is based on the expertise and competence of our award winning support staff. They possess extensive administrative knowledge, incorporating office policies and procedures to ensure accurate, efficient internal processes, the creativity and skills necessary to produce professional marketing materials, and the technical knowledge to proactively pursue new productivity tools. Together, the support team provides a balanced blend of personalized customer service and attention to detail.



JOAN UHLIG
LISTING AND
TRANSACTIONS ADMINISTRATOR



SHERRI KENNEDY
INVESTMENT DIVISION COORDINATOR



KATIE PANARA
ADMINISTRATIVE ASSISTANT



JENKINS-BERNHARDT
ASSOCIATES

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