



W. Dustin Looper

ADVISOR
Indiana Region



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EDUCATION OR QUALIFICATIONS

Ball State University
BA, Finance & Geographic
Information Systems

AFFILIATIONS OR MEMBERSHIPS

ICBR
NAR

CONTACT DETAILS

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AREA OF EXPERTISE

Dustin focuses on corporate services, tenant representation, and site selection consulting. Having experience working with a wide range of clients around the globe and possessing a vast knowledge of economic geography, Dustin understands and accounts for all costs associated with a location, from the rental rate to the employees' commutes. This consultative approach brings a true location intelligence perspective to brokerage.

From his variety of project work, Dustin has successfully lead local and national property searches, complex labor analyses, and in-depth site evaluations. He employs his comprehensive financial analysis skills and ensures a thorough understanding of his client's objectives in his continuous effort to improve project efficiency. These characteristics and skills, coupled with his unmatched responsiveness and passion for negotiating has proved very beneficial for his clients, their employees and their shareholders.

CLIENTS ADVISED (partial)

- The Scotts Company
- Land O'Lakes
- Reckitt Benckiser
- CarMax
- AutoNation
- Orchard Supply Hardware (OSH)
- Dick's Sporting Goods
- Entergy Power
- Harrison College
- ING Clarion
- Earnest Machine

BUSINESS BACKGROUND

Before joining Colliers International, Dustin was based in Chicago with Cushman & Wakefield's Global Consulting group where he was responsible for managing corporate site selection projects with respect to search area identification, location screening, in-field site evaluations, labor market due diligence and operating cost analysis. Further, Dustin has experience in projects ranging from a local industrial shop to a detailed portfolio analysis of over 400 properties. Prior to C&W, Dustin served as a Location Analyst with The Staubach Company in Newport Beach, CA.