

St. Louis **Business** Journal

Hilliker Corp. acquires Westwood Net Lease

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Hilliker Corp., one of the area's largest commercial real estate firms, recently made a deal to acquire Westwood Net Lease Advisors.

Hilliker President **H. Meade Summers** said the deal is expected to boost Hilliker's sales by 20 percent to 30 percent over the next 12 months and expand the firm's presence to a national level. The addition also will bring Hilliker's total employment to about 30 people.

Westwood has offices in St. Louis and Boulder, Colo. The company, which also does business as 1031 NNN Properties, has about \$100 million in annual sales, with an average transaction value of \$2 million, according to Hilliker. Westwood brokers triple net lease investment properties, typically retail, fast food and drugstore properties with long-term leases.

The firm was founded in 2001 by principals Jeff, **Susan** and **Andrew Gitt**. **Jeff Gitt** will continue to operate Westwood from its office in St. Louis.

Hilliker said Westwood's growth has been fueled by their supply of 1031 tax deferred exchange buyers who typically are willing to pay full price for quality property.