



CUSHMAN & WAKEFIELD



Larry Downey, CRE®

Vice Chairman | Tenant Advisory Services

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Professional Expertise

An unwavering commitment to his clients and community has been the trademark of Mr. Downey’s career in commercial real estate. He takes pride in the high level of service and commitment that he brings to every client relationship and transaction. Since joining the firm in 2002, Mr. Downey has consistently ranked among one of the Top Tenant Advisory Brokers in the Phoenix office. In 2012 he earned the esteemed title of Vice Chairman and was the first in the Phoenix office.

In 2013, Mr. Downey was appointed the Global Chairman of Cushman & Wakefield’s national Tenant Advisory Group (TAG), a group comprised of more than 700 C&W brokers around the globe and served in that role for four years. He continues to be actively involved with TAG, currently serving on the TAG Executive Committee as Tenant Advisory Chairman Emeritus.

He chairs the National Pursuits Committee and is a long-time Mentor for the Mentee Program for Emerging Brokers within TAG where he was honored as National Mentor of the Year in 2018. Mr. Downey was recognized as Mentor of the Year. In 2019, he was honored to be invited to be a member of the prestigious The Counselors of Real Estate®.

Experience

During his long-standing tenure in commercial real estate, Mr. Downey has been involved in more than 4,575+ lease and sale transactions totaling more than 136 million square feet, in excess of \$13 billion in total consideration. He has represented prominent Arizona-based companies regarding their headquarter site selections, relocations, and expansions. In addition to maintaining a strong local presence, Mr. Downey has represented national corporations as their single point of contact regarding their multi-market office locations while working collaboratively with C&W colleagues utilizing Cushman & Wakefield’s platform of services and resources.

Tenant Advisory *(Partial List of Clients)*

- Ernst & Young, LLP
- Northern Arizona University
- TriWest Healthcare Alliance*
- LifeStance Health
- Monogram Health
- Wellcare
- Dignity/Common Spirit
- FastMed
- Anacor | Pfizer Pharmaceutical
- Steward Health
- Creative Testing Solutions
- 23andMe
- Kitchell
- South College*
- Pearson Education
- Markel
- Perkins Coie
- Moov
- Cohen Quigley Dowd, P.C.
- PWC
- CarMax
- Wood Group
- Pendo*
- Sacks Tierney Law
- Art Institute/S. University*

** Indicates multi-market client*



Professional Organizations

- CoreNet Global / CoreNet Global Arizona
- The Counselors of Real Estate®
- National Association of Industrial and Office Properties (NAIOP)
- Phoenix Community Alliance (PCA) | DTPHX Inc.
- Valley Partnership
- Greater Phoenix Economic Council (GPEC)