

CUSHMAN & WAKEFIELD



Larry Downey, CRE®

Vice Chairman | Tenant Advisory Services

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Professional Expertise

"I am invested in my clients. I take the time to understand their objectives, goals and long-term expectations."

An unwavering commitment to my clients and community has been my trademark throughout my career in the commercial real estate industry. I take pride in the level of service and commitment I bring to every client relationship and transaction.

Since joining Cushman & Wakefield (C&W) I have consistently ranked among the Top Producers in the Phoenix office and have been recognized as the Top Tenant Advisory broker multiple times over the past 20 years. In 2012 I earned the esteemed title of Vice Chairman and was the first in the Phoenix office.

In 2013 I was appointed Global Chairman of C&W's national Tenant Advisory Group (TAG), a group comprised of more 700 Tenant Advisory brokers from around the globe, and I served in that role for four years. I continue to be actively involved with TAG, currently serving on the Executive Committee as Chairman Emeritus. I chair the national Pursuits Committee and am a mentor for the Mentee Program for Emerging Brokers, who honored me in 2018 as National Mentor of the Year. In 2019 I was invited to be a member of the prestigious The Counselors of Real Estate®. I am a member of CoreNet Global/CoreNet Global Arizona, National Association of Industrial and Office Properties (NAIOP), Valley Partnership and Phoenix Community Alliance (PCA) | DTPHX Inc.

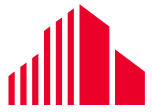
Experience

During my tenure at C&W, I've facilitated nearly 5,000 lease and sale transactions totaling more than 150M SF, with a total consideration in excess of \$14 billion in value. I specialize in representing prominent Arizona-based companies in their corporate headquarters site selections, relocations, renewals, and expansions. 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.

In addition to having a strong local presence, I represent national companies as their single point of contact for multi-market office requirements in various cities across the country. Leveraging the C&W Tenant Advisory platform, I have collaborated with my colleagues nationally and globally, facilitating over 5M SF in multi-market lease transactions in over 88 cities.

Notable clients include TriWest Healthcare Alliance*, South College*, Pendo*, Creative Testing Solutions, South University* and Homeowners Financial Group, among others.

Specialties: CRE, Tenant Advisory/Consulting, Corp Services & HQ Relocation, Site Selection, Lease Negotiations, Renewals/Expansions, Multi-market transactions



**CUSHMAN &
WAKEFIELD**

Tenant Advisory *(Partial List of Clients)*

- Ernst & Young, LLP
- Northern Arizona University
- LifeStance Health
- Monogram Health
- Wellcare
- Dignity/Common Spirit
- Humana
- Premier
- IBM
- Norwegian Cruise Lines
- RR Donnelly
- Kitchell
- Markel
- Perkins Coie
- Brown & Brown
- Cohen Quigley Dowd, P.C.
- PWC
- CarMax
- Store Capital
- Sacks Tierney Law
- Rockefeller Capital

** 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)