



# CUSHMAN & WAKEFIELD



## Larry Downey, CRE®

Vice Chairman | Tenant Advisory Services

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## Professional Expertise

An unwavering level of commitment to his clients and his community has been the trademark of Mr. Downey's career in commercial real estate. Since joining the firm in 2002, Mr. Downey has consistently ranked among the **Top 10 Producers** in the Phoenix office and has been the **Top Tenant Advisory broker for the past 10 years**. In addition, he has been recognized nationally as a **Top 100 Producer** within Cushman & Wakefield.

In 2012, he earned the prestigious title of **Vice Chairman**, one of a select few nationally and the first in the Phoenix office. In 2013, Mr. Downey was appointed the **Global Chairman** of Cushman & Wakefield's Tenant Advisory Group (TAG) and served for four years in that position. TAG comprises more than 700 Cushman & Wakefield Tenant Advisory brokers around the globe. He continues to serve on the **TAG Executive Committee** as Tenant Advisory Chairman Emeritus. Mr. Downey also chairs the national Pursuits Committee and is a long-time Mentor for the Mentee Program for Emerging Tenant Advisory Brokers at Cushman & Wakefield. In 2018, Mr. Downey was honored as **Mentor of the Year**.

## Experience

During his long-standing tenure in commercial real estate, Mr. Downey has been involved in more than **4,500 lease and sale** transactions totaling more than **100 million square feet**, in excess of **\$6 billion** in total consideration.

He has represented prominent Arizona-based companies regarding their HQ site selection, 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 nationally to close more than **4.5 MSF of multi-market** lease transactions around the country.

## Tenant Advisory *(Partial List of Clients)*

- Ernst & Young, LLP
- Dignity Health
- Wellcare
- South University\*
- Anacor | Pfizer Pharmaceutical
- Kitchell
- Northern Arizona University
- Steward Health
- TriWest Healthcare Alliance\*
- Kemper Insurance Company
- Hubbard Broadcasting
- Cohen Quigley Dowd, P.C.
- CarMax
- Medicis Pharmaceuticals\*
- Illustris\*
- FastMed
- Pendo\*
- Wood Group
- 23andMe

*\* Indicates multi-market client*

## Professional Organizations

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