

CBRE

Global Occupier Account Team

GLOBAL REAL ESTATE ADVISORY SERVICES

Team Overview

Our team is the leading provider of transaction and portfolio management services globally with an unwavering commitment to one simple rule: we put our client’s interest first— always.

Click below to learn more. 

CAROLYN SCHILL
Lease Administration

JOHN RICHARDS
Project Management

BRIAN AGNESS
Data Analytics

ROSS HUBER
Financial Consulting Group

SETH MARTINDALE
Location Incentives

We are subject matter experts in:

 Financial Services

 Medical Device

 Advanced Materials

 Manufacturing

 Technology

Modern Approach to Corporate Real Estate Management



That was *yesterday*

This is *tomorrow*



Management & Oversight

Identification of a new broker each time

Single point of contact for all transactions and services (TM, LA, etc.) globally



Technology & Analytics

Limited, if any, and transaction specific versus portfolio and data specific

Portfolio benchmarks and dashboards



Governance

Broker dependent with accountability falling to the client

Annual and quarterly reviews of the portfolio and global strategy, ad-hoc presentations to support client's specific lines of business, KPI tracking



Deliverables

Varies by broker

Standardized playbooks, negotiation materials, financial analyses and more, guaranteeing consistency of data presented



Portfolio Strategy

None due to singular transaction focus

Identify operational goals, establish a strategic road map with cadence to support actionable steps, refine through organization changes



Reporting & Communications

Specific to transaction only

Weekly transaction reports of active projects globally, critical dates tracking, lease liability, as well as segmentation of client's data through a variety of lenses



Commercial Model

Investment in resources and services limited to specific transaction

Global engagement enabling economies of scale, platform support, continuous accountability

Corporate Representation

Representation of corporation as tenant

- Current situation/business case analysis
- Portfolio optimization (regional, national, global)
- Site selection – Industry leading approach for comparative studies
- Labor cost, quality, and longevity comparison
- Freight and transportation analyses
- Supply chain strategy and network design
- Municipal and state incitive discussions
- Build-to-suit transaction services
- Lease vs. buy analyses
- Financial consulting and analyses
- Lease administration

Representation of corporation as owner

- Sale/lease/sublease transactions
- Sale/leaseback and net lease transactions
- Valuation studies
- Property management
- Land acquisitions
- Consulting services
- Portfolio sales
- Hold vs. sell analysis
- Project management
- Facilities management

Strong Experience, Proven Results



262M+

CLIENTS SF REPRESENTED
IN TRANSACTIONS

56M+

SF IN DISPOSITIONS

3,625

OFFICE TRANSACTIONS

OUR PROJECTS

2,592

INDUSTRIAL TRANSACTIONS

795

RETAIL/OTHER TRANSACTIONS

Data & Technology Across Every Dimension

*We operate on a platform that accelerates technology-driven solutions
for clients at pace and scale*

Click **below** to learn more. 

Occupier Services

Our integrated platform helps you create superior solutions for occupiers of space.



Consulting and Portfolio Management



Energy & Sustainability



Flexible Space Solutions



Market Forecasts & Business Analytics



Site Selection & Location Intelligence



Project Management



Valuation Services



Occupancy Management



Organizational Change & Transformation

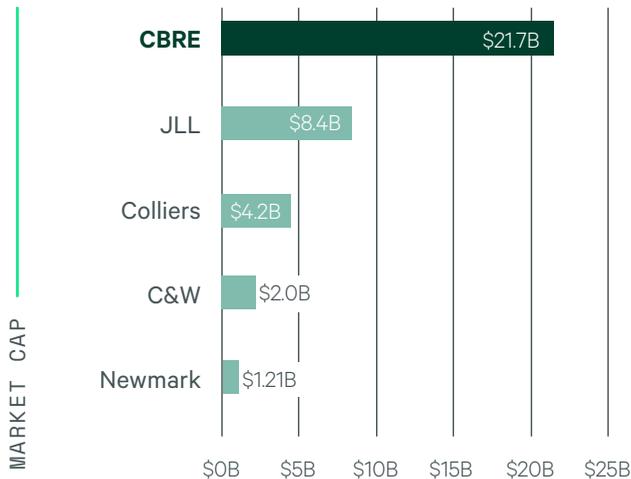
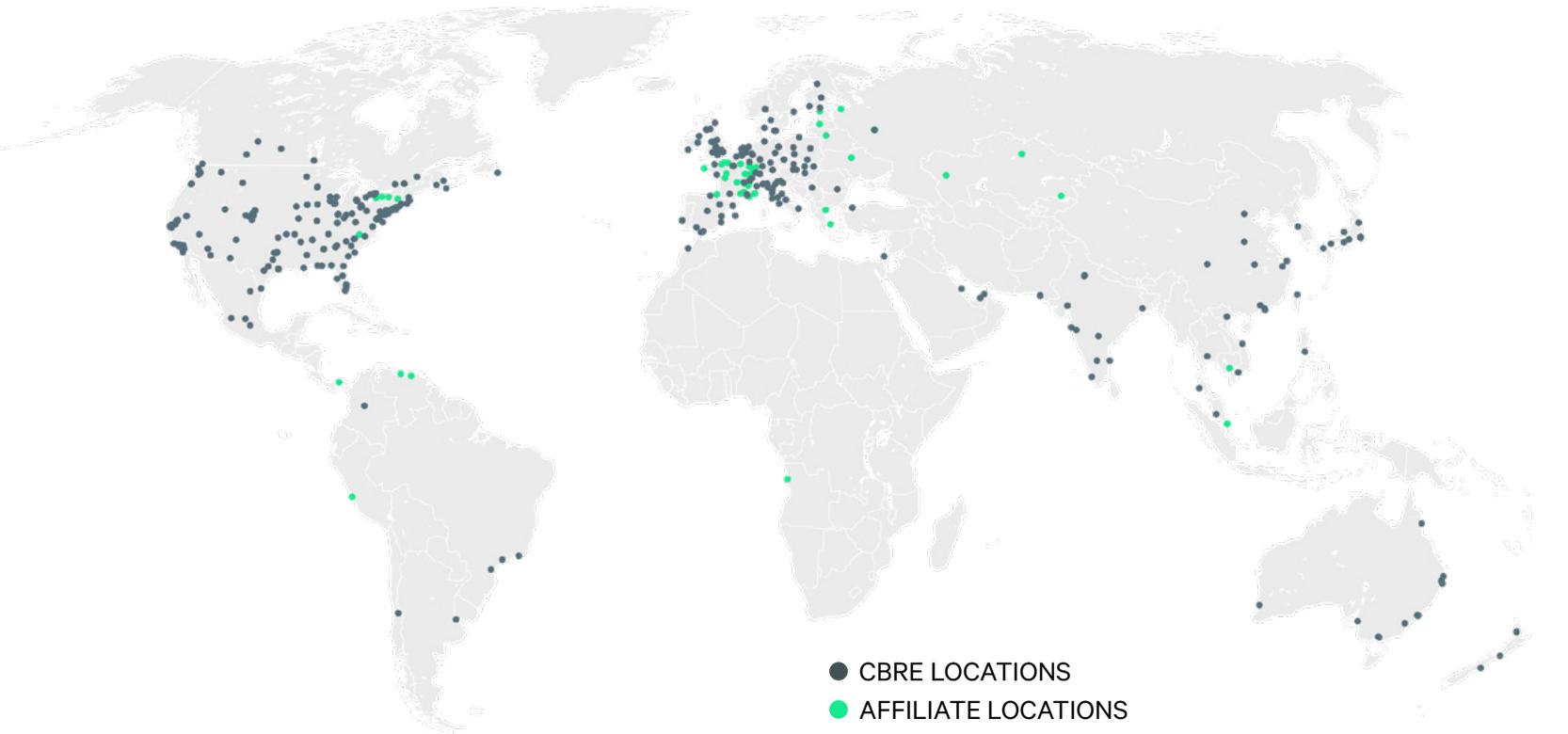
Client Outcomes

We transform real estate into real advantage by leveraging market expertise, global scale, integrated platform, and individual strengths to deliver clients optimal solutions that include an average reduction in real estate spend of 26.2%.

Click below to learn more. 



We've Got You Covered



#1

Market Share and Marketplace Activity

#1

Most Admired Real Estate Firm (Fortune)

Translating our Dominant Market Coverage in to Superior Market Insights

100+

Countries

500+

Offices

140K+

Employees

Transaction Management

16,925+

Global brokers & TM employees

Project Management

11,600+

Employees

\$93.0B

Contract value

\$148B

Contract value

Lease Administration

12,000+

Employees

Facilities Management

53,700+

Employees

180K

Leases managed

7.7B

SF managed

STATISTICS

95% of the Fortune 100 trusts CBRE with the management of their real estate portfolios.

Our Valued Global Clients

AMETEK

HAJOCA
SINCE 1858



MATRIX SERVICE

Teleflex™
Empowering the future of healthcare

 **Accolade**



 **EVONIK**
Leading Beyond Chemistry


embecta

 **TERUMO**

 **EnerSys**

ARKEMA

 **PayPal**

SUVODA

Toll Brothers
AMERICA'S LUXURY HOME BUILDER®

CBRE

How Can We Help You?

SCOTT MILLER

Executive Vice President
(610) 761-3632
scott.miller@cbre.com

JAMES KELLEY

First Vice President
(610) 513-2145
james.kelley@cbre.com

KATHERINE HOLLINGSWORTH

Transaction Manager
(267) 907-4936
katherine.hollingsworth@cbre.com

CHARLIE WALSH

Senior Transaction Manager
(610) 888-7948
charlie.walsh@cbre.com

LIZ MORROW

Director of Transaction Management
(484) 467-5566
elizabeth.morrow@cbre.com

DYLAN IOFFREDA

Transaction Management Coordinator
(717) 756-7259
dylan.ioffreda@cbre.com