



# CUSHMAN & WAKEFIELD



## **Mark Stevens** Senior Director

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## **Professional Expertise**

Mark Stevens re-joined Cushman & Wakefield as a Senior Director in November of 2014 as a part of the downtown Minneapolis project leasing team. Mr. Stevens brings 14 years of experience in commercial real estate leasing and sales with an emphasis on landlord representation, lease negotiation, owner/occupier sales and customized market research. Mr. Stevens has established a productive track record that matches his enthusiasm and aptitude within the real estate industry. His strong belief in team work and loyalty has allowed him to build trustworthy relationships with his clients and the brokerage community.

Mr. Stevens' expertise is cultivating and delivering information that gives his landlord clients the ammunition needed to successfully manage their assets. Mr. Stevens goes beyond understanding and communicating the standard market data and assists his clients to understand the intricacies of the market and how it affects their asset. Mr. Stevens has extensive experience in the Minneapolis CBD and the neighboring North Loop, Warehouse District and East Town areas. He has been able to assist both institutional and local investors; some of his current and past clients include:

- Ryan Companies
- Spear Street Capital
- KBS Realty Advisors
- Equus Capital Partners
- Reit Management and Research
- GE
- IRET

## **Work Experience**

Prior to joining Cushman & Wakefield, Mr. Stevens worked at Cassidy Turley for eight years and United Properties for four years. He has been involved in negotiating lease transactions totaling 4 million square feet and sale transactions totaling more than 2.4 million square feet. In the last two years, Mr. Stevens has represented deals worth \$43 million in total considerations.

## **Professional and Community Involvement**

Mr. Stevens is a board of trustee for The Leukemia & Lymphoma Society – Minnesota Chapter where he is dedicated to finding a cure for Blood Cancers. In 2013 and 2016, Mr. Stevens organized corporate teams of fellow co-workers who participated in Team and Training; his teams raised over \$72,000 for LLS and was recognized as a top national fundraising corporate team at the 2013 San Francisco Nike Marathon.

Mr. Stevens is also an active member of NAIOP and MNCAR.

## **Education**

Mr. Stevens graduated from Iowa State University with a degree in Communication Studies.