

Alison Cavanaugh-Leo
Vice President,
Corporate Advisory Services



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Relevant Experience:

With over seven years of corporate real estate experience, Ali's concentration is tenant representation and client services. Her responsibilities include marketing and presenting office space, reporting to clients, researching market data and completing lease transactions.

DTZ FHO Partners

Boston, MA 2/07 – Present

Trammell Crow Company (formerly Fallon Hines & O'Connor)

Boston, MA 12/01 – 2/07

Vice President

- Participated in the leasing and marketing process for over 4.0 million square feet of office space (114,221 RSF of sublease space), including tours, lease proposals, and lease negotiations.
- Participated in standardizing client reporting in the Boston brokerage group.
- Researched and synthesized market data and participated in the creation of market presentations and client requests for information.
- Coordinated the transition of 2.2 million square feet of product leasing to Trammell Crow Company.

Meredith & Grew

Boston, MA 12/00 – 12/01

Client Services Manager

- Responded to all landlord/client requests involving leasing and marketing for approximately 3.5 million square feet of office and industrial space.
- Synthesized market data and standardized reporting procedures for institutional investors and landlords including Morgan Stanley, Goldman Sachs, Boston Capital Institutional Advisors, Berkeley Investments and Nortel Networks.
- Researched and created market overview presentations and new business pitches.

Wellsford Commercial Properties Trust

Boston, MA 12/98 – 12/00

Associate

- Served on acquisition and development teams for redevelopment office projects in the Boston and Suburban markets. Responsibilities involved due diligence, building design, and other general development issues.
- Participated in leasing over 500,000 square feet of Class A office space, including proposal synthesis, presentation preparation, lease negotiations, and tours.
- Assisted with the budgeting process, business plan process, and other general asset management decisions relating to Class A office buildings.
- Developed and implemented company "brand" and image in a new market, targeting brokers, buyers/sellers and prospective tenants.
- Oversaw all marketing activities for 1 million square feet in the Greater Boston area.

Education:

Babson College - 1996 Bachelor of Science

Affiliations:

- Licensed Massachusetts Real Estate Broker
- Member, Commercial Brokers Association
- Member, NEWIRE