

# PROFESSIONAL PROFILE

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## STEPHEN SIEGEL

Chairman, Global  
Brokerage

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## CLIENTS

### REPRESENTED

- Akin, Gump, Strauss, Hauer & Feld LLP
- Amerada Hess Corp.
- CUNY
- Davis Polk & Wardwell
- Dresdner Kleinwort
- Evercore Partners
- Hudson's Bay Company
- Fried Frank Harris Shriver & Jacobson LLP
- JPMorgan Chase & Co.
- Kenyon & Kenyon

## PROFESSIONAL EXPERIENCE

In his role as CBRE's Chairman of Global Brokerage, Stephen Siegel advises major corporations and property owners on a broad range of real estate strategies. Widely regarded as one of the industry's most talented and prolific professionals, he has been called by the media "a powerhouse," "an icon," "a game changer" and "the most legendary and revered broker still plying the trade in NY."

Prior to the merger with CBRE, as Chairman and CEO of Insignia/ESG, Mr. Siegel was largely responsible for masterminding the firm's expansion nationwide as well as throughout EMEA and the Americas. He also managed a group that completed approximately \$2 billion in co-investments in a wide range of U.S. real estate portfolios across property types. Mr. Siegel initially rose to prominence in the industry at Cushman & Wakefield, where he became President and CEO at age 37.

Throughout his distinguished career, Mr. Siegel has arranged multimillion-dollar transactions for some of the nation's most prominent corporate clients. Recently, he represented Hudson's Bay Company in the consolidation and relocation of its U.S. headquarters to 410,000 sq. ft. at Brookfield Place, a transaction that included an 85,000-sq.-ft. Saks Fifth Avenue anchoring Brookfield Place. In another recent high-profile deal, Mr. Siegel represented L'Oréal on its 407,000-sq.-ft. headquarters relocation to the Related Company's 10 Hudson Yards. He is a member of the agency leasing team for 7, 4, 3 and 2 World Trade Center.

Mr. Siegel negotiated Gucci Group's lease at Trump Tower—the most valuable retail deal then completed—on behalf of The Trump Organization, a transaction recognized by REBNY as 2006's Most Creative Retail Deal of the Year. He also advised Hudson Waterfront Associates, a partnership of overseas investors, on the acquisition of 1290 Avenue of the Americas for \$1.25 billion, re-selling it one year later to Vornado Realty Trust. In addition, Mr. Siegel arranged the \$306 million sale of a parcel at 42nd Street and Eighth Avenue, the last developable site within the 42nd Street Development Project, to SJP Properties, which constructed Eleven Times Square, a one-million-sq.-ft. office property, on the site.

Renowned for his philanthropy, Mr. Siegel has been called by *The Wall Street Journal* "the most generous person in the industry." He sits on numerous nonprofit boards—at one point in his career more than 16—and has endowed fellowships at leading institutions including the Cardozo School of Law, and received honorary doctorates from Baruch College and Yeshiva University, among others. Honored by innumerable organizations ranging from the Albert Einstein College of Medicine to the Lower East Side Tenement Museum to Israel Bonds, Mr. Siegel was recently celebrated, along with fellow honorees Queen Latifah and Danny Meyer, for his contributions to the Young Women's Leadership Network's CollegeBound Initiative.

Frequently quoted in major newspapers, Mr. Siegel has been profiled in *The Wall Street Journal*, *LEADERS Magazine* and the *Real Deal*, most recently in March 2016. He is regularly among the *Commercial Observer's* Power 100 and has been named by *Crain's* as one of the 100 Most Influential Business Leaders in New York City. He was featured in the Urban Land Institute's *Leadership Legacies: Lessons Learned from Ten Real Estate Legends* as well as in the best-selling *Commercial Real Estate Brokers Who Dominate*. Mr. Siegel has also been honored with *Commercial*

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*Property News'* Lifetime Achievement Award, and has received prestigious industry awards from REBNY and New York University's Real Estate Institute.