



Skylar Stein

Senior Associate | Industrial Brokerage

EXPERIENCE

Skylar Stein joined Cushman & Wakefield in November 2011 as part of the Industrial Services Group. He then joined the South Florida Industrial Team in Miami in 2016. Skylar specializes in industrial properties offering landlord and tenant representation in sales and leasing throughout. He is dedicated to diligently working with clients regarding real estate strategies and solutions to optimize business operations. He oversees and coordinates Project Management including bidding and scope comparison and is in daily communication and interaction with Property Managers.

His occupier representation responsibilities include site selection, lease analysis, lease comparison, and lease/purchase contract negotiation. He understands the reporting requirements, budgeting, underwriting, acquisition and disposition efforts. He represents owners of multi-tenant, private, and institutionally owned buildings.

CLIENTS SERVED

- Owner/Investor: T.A. Associates, Cabot Properties, Schleper Airport Associates, Agellan Capital, GLP, Stag, GE, Liberty, MF Discala
- Occupier: UPS, Wayfair, Pilot Freight, Forward Air Freight, Verst Logistics, Sunbelt Rentals, Foundation Building Materials

MAJOR TRANSACTIONS

Since 2011, Skylar has participated in more than 500 transactions totaling over 48 million square feet valued at over \$500 million. Some of his major transactions include:

- Dermody's lease of 890,000 SF to Wayfair, \$33.6 million
- DiScala's purchase of 7970 Dixie Highway for \$3.9 million
- Responsible for leasing Cabot Properties' portfolio locally totaling 2.4 million SF
- Numerous leases with Commonwealth Warehouse valued at more than \$2 million.

Along with his partners in the Industrial Services Group, Skylar was recognized as the Top National Industrial Brokerage Team by *Real Estate Forum* Magazine in 2015. The team completed 229 leases totaling 8.6 million SF and valued at more than \$115.7 million.

COMMUNITY LEADERSHIP

Big Brothers/Big Sisters, Ohio Valley Chapter of National MS Society, HYPE Ambassadors Program, UC Roundtable, Urban Land Institute

EDUCATION

University of South Florida, BA in Finance

PROFESSIONAL AFFILIATIONS

Member of Ohio, and National Board of Realtors; Licensed Real Estate Broker in Ohio, Kentucky and Florida