



Mark Montana

Principal Chicago

Professional Experience

With thirty years of experience in real estate, Mark brings a broad base of experience in real estate, development, brokerage, managing brokerage operations and client account management. Mark's proactive and hands-on style, conveys a unique strategy and approach appreciated by clients, such as: Union Pacific Railroad Company, Nicor, Fireman's Fund Insurance, Pepsi Americas, American Family Insurance Company, Abbot Laboratories, CSX, Exelon, and Littlefuse.

Mark's approach is one of looking long-term, assessing and projecting the client's real estate requirements against a backdrop of changing market conditions and unique corporate cultures. He implements strategies and negotiates agreements which not only anticipate and stay ahead of market conditions and supply cycles, but also key on other priority points for today's corporate real estate user.

Prior to joining Cresa, Mark managed two regional brokerage operations for national companies, was responsible for leasing 3.1 million square feet of office space, and the sale and leasing of industrial land and related properties, in excess of 4 million square feet. Mark was also an instrumental team member in securing the Ameritech account. He was the account manager responsible for transition of Ameritech employees, strategic plan formulation, account setup, and ongoing day-to-day account operation over a five-state region.

Over the years, he has represented clients in the acquisition of over 4.3 million square feet in cities throughout the United states, and disposed of approximately 1.2 million SF of excess space, including the representation of Union Pacific Railroad Company and American Family Insurance Company in the disposition of 240,000 SF at AT&T Corporate Center, as well as its relocation in Chicago.

In his most recently completed large transactions, Mark worked on the team that lead to Pepsi Americas' corporate headquarters relocation of 110,000 SF; Abbott Laboratories, multiple locations totaling 538,000 SF; and Reviva for 290,000 SF. Mark is the Account Manager for a 2.1 million square foot portfolio for American Family Insurance.

Clients

- Abbott Laboratories
- ABN AMRO
- Allianz Insurance
- CSX
- EMC2
- Exelon Corporation
- Huntsman Corp
- Littlefuse
- Net-tel
- Rockwood Insurance
- Simpson Electric
- Storage Tech
- USG
- Victaulic
- XL Data Comp

Affiliations

Chicago Office Leasing Broker Association
Chicago Real Estate Organization
CCIM Designate

Contact

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