



# Christopher W. Downs

## Principal

### Professional Experience

Chris is a Principal at Cresa, specializing in only representing tenants with their office lease/facility requirements. His area of expertise is in reducing his client's financial risk and negotiating high-value, time sensitive, cutting edge, complex office lease transactions. Over the course of his career, beginning in 2000, Chris has earned the trust of a loyal clientele by consistently providing intelligent, thoughtful and creative client oriented solutions. Chris's experience includes all aspects of corporate real estate: renewing or renegotiating office lease, strategic planning and needs assessment during the renewal or relocation process, expanding or contracting the office space requirements buying or selling real estate assets/facilities, as well as portfolio optimization.

Chris has consistently been recognized as one of the top tenant brokers throughout Southern California and has represented tenants in their lease negotiations totaling millions of square feet. In addition to being one of the firm's top producers, he has championed the hiring and training of new Cresa team members and has been integral in helping to grow the company and the Cresa brand.

Chris's practice at Cresa is committed 100% to exclusively representing the interests of commercial tenants and owner-occupiers with leasing, acquisition and disposition strategies. His clients include organizations large and small in a variety of sectors including, entertainment, financial services, law, technology, healthcare, life sciences, and non-profit.

### Clients

- Pacific Western Bank
- Wells Fargo
- Plansee
- Community Research Foundation
- Prime Lending
- UPS
- Content Media
- NAACP
- Flower.com
- Cort Furniture
- Charles Schwab
- Keller Williams
- Hartbeat Productions
- ITV America
- Think Factory
- Hemar, Rousso & Heald LLP
- FIDM

### Education

Chris attended the University of Wisconsin-Madison where he was a member of the football team for 4 years. Chris received his Bachelor's in Journalism with an emphasis in Finance from Utah State University.

### Contact

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**"I am the Director of Facilities for a company that has 27 locations in Southern California. I've worked with many brokers throughout the years, and Chris Downs is the best commercial real estate broker I've ever worked with! He is a wise and fearless negotiator, very sharp financially, extremely honest and well connected. An awesome combination. Chris has worked closely with me to bring in some of the best deals I've ever made. He has made me a star in my company, and is a pleasure to do business with!"**

Gretchen Cole, Vice President, Department of Real Estate & Facilities  
 Community Research Foundation, Inc.

