



James Robbins

Senior Vice President Downtown Los Angeles

Professional Experience

James leads a team that advises organizations how to make more informed decisions with real estate. He ensures a company's first largest fixed cost (real estate) is an asset to grow the company rather than be the typical liability. Through his lease negotiation process he usually saves organizations 10%-30% on their lease and have worked with companies like Coca Cola, Microsoft, John Hancock, the LA Auto Show, and many local and regional companies.

James began his career in 2012 at Colliers International Los Angeles. He soon moved to London where James worked with the Canadian Embassy and the National Basketball Association (NBA) to find and secure office leases. After returning to Los Angeles, he won several awards while working at Colliers International's Downtown Los Angeles office.

James won "Rookie of the Year" for Colliers International in only 6 months as well as Colliers International's "Largest Office Lease Transaction" valued over \$57,000,000.

Currently, James runs a Tenant Advisory team at Cresa's Downtown Los Angeles office. He regularly trains young brokers across North America and Los Angeles on best practices and client services.

Clients

Prior to joining Cresa, James has represented over 1,000,000 square feet of office space on behalf of landlords in DTLA. This means he can think like a landlord to get the tenant the best deal. James has represented organizations such as Coca Cola, Microsoft, the National Basketball Association (NBA), John Hancock, the LA Auto Show, Live Nation, Heal the Bay, Jacobs Engineering, Asiana Airlines, Penta Building Group, and many smaller local and regional companies.

Affiliations

James is a Member of the Jonathan Club, Toastmasters, the Breakfast Club, Squash Club, the LMU Alumni Association, and the Beta Theta Pi fraternity. James's enjoys volunteering at the Homes for Hope Foundation, Jonathan Club service events, and Heal the Bay beach clean ups.

Education

James studied at Imperial College London and Loyola Marymount University and holds his Bachelor of Arts in Economics from Loyola Marymount University.

Contact

213.430.2446 office | 818.517.0296 mobile
james.robins@cresa.com
BRE #01944738

555 South Flower Street • Suite 4650 • Los Angeles, CA 90071



"My firm has worked with James on a difficult renegotiation of our Downtown Los Angeles office space. He was smart, insightful and persistent on our behalf. Then when COVID started, he volunteered to speak with our landlord about delaying our rent payments. That was also not an easy process as everyone, including we the client, was highly stressed in those first weeks of the stay at home order. He handled a lot stress with aplomb and good cheer and was helpful in our resolving this issue. I would recommend him highly and will be working with him again."

Keith Rohman, President of Public Interest Investigations, Inc.



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