



Will Martin

Vice President, Account Management Phoenix

Professional Experience

Will Martin is a Vice President who serves as an Account Manager and Financial Analyst on a corporate real estate portfolio team that manages over 170 million square feet globally and supports mid-sized private firms and Fortune 500 companies with strategic, scalable portfolio solutions. With over 10 years of experience in commercial real estate, Will specializes in lease negotiations, site selection, portfolio strategy and financial analysis for national and global occupier clients.

Will manages end-to-end transaction execution and serves as a day-to-day client contact across multiple accounts. He delivers strategic guidance through detailed scenario modeling and lease comparisons, helping clients assess financial and operational trade-offs across various real estate options. Will also performs total occupancy cost assessments to support long-term portfolio planning and cost containment. Known for his responsiveness and follow-through, he ensures every transaction aligns with the client's broader business goals and financial targets.

Prior to joining Cresa, Will worked as a Leasing Associate at Healthcare Trust of America, Inc., where he managed leasing activity across a portfolio of medical office properties. His responsibilities included tenant coordination, lease negotiation, and market research.

Clients

- 3M
- Colony Hardware
- CORT Furniture
- Scientific Games
- Silicon Valley Bank
- Sub-Zero
- Wesco

Contact

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