

PROFESSIONAL PROFILE

Mary Ann Tighe

Chief Executive Officer
New York Tri-State Region



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In 2005, the Wall Street Journal wrote: "(There is) an exceedingly small club of women who have managed to move to the top of the brokerage business. That club's most prominent member is Mary Ann Tighe."

From the revitalization of Times Square to the rebirth of Downtown, Mary Ann Tighe has been at the forefront of the transformation of New York's skyline during her 22 years in the real estate industry. Mary Ann has conceived, structured and negotiated virtually every form of deal including ground leases, air rights acquisition and disposition, net and gross leases, government incentive packages, and a range of equity transfers from partnership and condominium interests through fee simple sales. She has been responsible for over 59 million square feet of commercial transactions, and her deals have anchored more than 5.5 million square feet of new construction in the New York region—believed to be a record in commercial brokerage.

Mary Ann was named CEO of CBRE's New York Tri-State Region in 2002, and leads the largest real estate services company in the New York area. Known in the industry for her creative thinking, Mary Ann is a five-time winner of the Real Estate Board of New York's Deal of the Year awards for ingenious brokerage. She received the 2004 Louis Smadbeck Memorial Broker Recognition Award, REBNY's highest award in brokerage.

Most significantly, Mary Ann has enjoyed unbroken, long-term relationships with a number of public and private companies and non-profit organizations, shaping and implementing their real estate strategies for large and small projects. Her on-going accounts include Archdiocese of New York, CIT, Condé Nast, Crain's, Fairchild Publications, Medco, The New York Times Company, The Conference Board, SONY, and John Wiley & Sons.

Mary Ann began her real estate career as a broker at the Edward S. Gordon Company, ultimately rising to the position of Vice Chairman of Insignia/ESG, where she was regularly recognized among the firm's top producers. Prior to entering the real estate field, Mary Ann served as a Vice President of the American Broadcasting Companies, where she launched the A&E cable channel. Recognized nationally for her expertise in the arts, Mary Ann was also formerly the Deputy Chairman of the National Endowment for the Arts, Arts Advisor to Vice President Walter Mondale, and a staff member of the Smithsonian Institution.

ACHIEVEMENTS

- Appointed to the Executive Committee of the Board of Governors of the Real Estate Board of New York (REBNY) in 2001. Currently Vice President of the Executive Committee.
- REBNY's 2004 Louis Smadbeck Memorial Broker Recognition Award, REBNY's highest award in brokerage
- Commercial Property News' 2004 "Rising Executive" award
- REBNY's 2002 Most Creative Retail Deal of the Year
- REBNY's 2002 Henry Hart Rice Achievement award (Deal of the Year)
- REBNY's 1998 Robert T. Lawrence Memorial award (Deal of the Year)
- REBNY's 1997 Henry Hart Rice Achievement award (Deal of the Year)

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- REBNY's 1992 Robert T. Lawrence Memorial award (Deal of the Year)
- NAIOP's 2003 New York Deal of the Year award
- NAIOP's 2002 New Jersey Deal of the Year award

AFFILIATIONS

- Board member of The New 42nd Street
- Board member of the New York City Ballet
- Board member of Joan's Legacy: The Joan Scarangelo Foundation to Conquer Lung Cancer
- Board member of The Inner-City Scholarship Fund
- Member, Business Committee, The Metropolitan Museum of Art
- Member, The Economic Club of New York

TRANSACTION HIGHLIGHTS

2005

- Sold the New York Academy of Sciences' headquarters at 2 East 63rd Street for \$31.25 Million or \$1,250 per square foot, the highest price recorded to date for a single family residence in New York City. Relocated the Academy to a 40,000 square foot floor at 7 World Trade Center, the first lease signed at the World Trade Center since 9/11.
- Represented CIT in its selection of 505-5th Avenue, a 270,000 square foot development at the corner of 42nd Street, as its new headquarters. CIT's 130,116 square foot lease anchored the tower which will be called "The CIT Building." Also completed a 100,000 square foot lease for CIT at 11 West 42nd Street to house support operations.

2004

- Repositioned the General Motors Building in the aftermath of Consecos sale to Macklowe Properties. Completed 375,000 square feet of renewals and new leases at an average rent of \$105 psf, achieving a record rent for Manhattan office space in the process (\$125 psf). In 24 months, increased the GM Building's value from \$800 Million (Trump ownership) to \$1.4 Billion (Conseco ownership) to \$1.7 Billion (current owner).
- Sold the New York Times' 500,000 square foot, 91 year old headquarters, 229 West 43rd Street for \$175 Million (building delivered vacant).
- Represented PricewaterhouseCoopers as co-broker in the acquisition of its 800,000 square foot world headquarters at 300 Madison Avenue. The building named the PricewaterhouseCoopers Center.
- Represented Fairchild Publications in a 261,000 square foot lease for space to house its headquarters at 750 Third Avenue.
- Cobroked the sale of the Maxwell House site, a 24 acre development site on the Hoboken, New Jersey waterfront at a record land price of \$76 million or \$3.15 million per acre.

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2003

- Acting as agent for owner Conseco, Mary Ann renewed the Estée Lauder 310,000 square foot lease at the General Motors Building for 15 years.
- The Health Insurance Plan of Greater New York's (HIP) 555,915 square foot lease at 55 Water Street was the largest in New York City since 9/11, and the first major relocation from Midtown to Downtown since the attacks on the World Trade Center. Mary Ann represented the owner of 55 Water, the Retirement Systems of Alabama. This transaction received NAIOP's 2003 New York Deal of the Year award.

2002

- Bank of New York's 317,572 square foot lease anchored Forest City Ratner's Atlantic Terminal development in Brooklyn, New York. Mary Ann served as agent for Forest City Ratner on this 770,000 square foot building.
- Marsh, Inc.'s 423,000 square foot lease anchored Phase II of SJP Properties' Waterfront Corporate Center in Hoboken, New Jersey. Marsh received \$12.5 million NPV in discretionary incentives from the State of New Jersey.

2001

- The net lease of the 412,000 square foot Newark Legal Center on behalf of its owner, the Port Authority of New York and New Jersey, won NAIOP's 2002 New Jersey Deal of the Year award.
- The sale of 1356 Broadway, a landmarked former bank building, on behalf of Himmel + Meringoff Properties, won REBNY's 2002 Most Creative Retail Deal of the Year.
- Representing the New York Times Company (NYTC), Mary Ann arranged a network of joint ventures enabling the construction of a new 1.5 million square foot tower at 8th Avenue and 41st Street. When occupied in 2007, this will be the Times' first new headquarters in a century.

The transaction included a joint venture between NYTC and developer Forest City Ratner (FCR), which becomes 2 condominium interests upon construction completion, a 99-year, \$85.6 million ground lease/land acquisition agreement between NYTC, FCR, and the City and State of New York, and a \$26.2 million discretionary incentive package for NYTC from the City.

The New York Times deal won REBNY's 2002 Henry Hart Rice Achievement Award.

- Empire Blue Cross Blue Shield's 330,000 square foot lease at Forest City Ratner's 15 MetroTech Center anchored a new 700,000 square foot building to be completed in 2003.

This transaction is one of a group of 4 short term and 2 long term transactions aimed at getting 2,000 World Trade Center-based Empire employees back to work in the aftermath of 9/11. All deals were completed within 2 months.

Earlier work completed for Empire—the restructuring of the company's 2 million square foot portfolio—received REBNY's 1998 Robert T. Lawrence Memorial Award.

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- In addition to the post 9/11 Empire transactions, Mary Ann also spear-headed the relocation of the Port Authority's and Marsh & McLennan's World Trade Center operations, completing 1.7 million square feet of short, medium and long term deals, accounting for approximately 20% of WTC occupancy, within 90 days after the attack.

2000

- John Wiley & Sons' 400,000 square foot lease anchored SJP Properties' development of the 1.1 million square foot Waterfront Corporate Center in Hoboken, New Jersey. Wiley received \$15 million NPV in discretionary incentives from the State of New Jersey.
- 270 Broadway was sold on behalf of the State of New York for the highest price ever obtained for a State property.

1998

- Christie's leased 300,000 square feet from Tishman Speyer Properties at Rockefeller Center. Mary Ann solved the auction house's long-standing North American headquarters requirement by combining 2 buildings and a garage to form 20 Rockefeller Plaza, an address created for Christie's.
- 350 Madison Avenue was sold to Max Capital Management Corp. on behalf of Condé Nast.

1997

- 622-3rd Avenue was sold on behalf of Empire Blue Cross Blue Shield.
- 685-3rd Avenue was sold on behalf of Leucadia National Corporation.
- The Federal Reserve Bank of New York leased 400,000 square feet at 33 Maiden Lane.

1996

- Condé Nast leased 720,000 square feet from The Durst Organization at 4 Times Square, anchoring the construction of a 1.6 million square foot tower. The Condé Nast Building was the only new Midtown office building completed in the 1990s, ending the longest New York City construction drought since World War II. It was also the first building to be developed as part of the Times Square Re-Development Plan.

The Condé Nast deal won REBNY's 1997 Henry Hart Rice Achievement Award.

- 110-5th Avenue was sold on behalf of the New York Times Company.

1993

- The Rockefeller Foundation purchased a commercial condominium at 420-5th Avenue.

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1992

- Random House net leased 825-3rd Avenue, a 500,000 square foot property, from The Durst Organization.
- The Internal Revenue Service leased 240,000 square feet at The Durst Organization's 1133 Avenue of the Americas, a complex transaction for which Mary Ann won REBNY's 1992 Robert T. Lawrence Memorial Award.

1991

- SONY net leased the former AT&T headquarters at 550 Madison Avenue, at 770,000 square feet the nation's largest transaction in that year.