



TERRY COYNE, SIOR, CCIM

Vice Chairman



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Years of Experience

25 Years

Areas of Specialization

- Industrial Properties
- Investment Properties

Professional Background

Terry Coyne is a Vice Chairman in the Cleveland office of commercial real estate services firm, Newmark Knight Frank. Over the past ten years, Mr. Coyne has been involved in the sale or leasing of more than 1 billion dollars worth of real estate; he specializes in large, complex, industrial and investment properties covering the northern part of the state of Ohio.

- Top producing Industrial broker at NGKF, nationally, in 2013, 2015, 2016 and 2017.
- Nationally, Terry was in the top 50 brokers for 2013 and in the top 20 for 2014, 2015, 2016 and 2017.
- Top producer in the Cleveland office since 2002.
- Multi-time winner of the NAIOP Broker of the Year, Industrial Transaction of the Year and Investment Broker of the Year.

Recent notable transactions include:

- ♦ Investment Sales:
 - ♦ Scannell Properties—Multiple sales
 - ♦ Thackeray Partners—255,000-square-foot industrial building in Twinsburg for \$15 million;
 - ♦ Hackman Capital—170,000 square foot industrial building in Strongsville for \$9.2 million;
 - ♦ 15 TIC owners—200,000 square foot industrial building in North Jackson for \$8.45 million;
 - ♦ Geis Development—10 building, 851,000-square-foot Northeast Ohio portfolio totaling \$51 million
- ♦ Landlord Assignments
 - ♦ First Industrial, Inc., the Landlord of 870,000+ square feet in five Class A industrial buildings in Glenwillow. Within a three year period, Terry increased occupancy from 62% to 100%;
 - ♦ Optima Ventures, the landlord of three downtown Cleveland office buildings totaling more than 1.6 million square feet;
 - ♦ Equity Industrial Partners, in leasing 750,000 square feet in three years in Maple Heights;
 - ♦ Rubbermaid in the disposition of their 1,300,000- square-foot Wooster facility
- ♦ Tenant Representation:



- ♦ GOJO Industries in the lease of 1,300,000 square feet of warehouse space in Wooster;
- ♦ Scannell Properties in the acquisition of the 2,200,000-square-foot former Chrysler Stamping Plant in Twinsburg, Ohio which is being redeveloped into a new 162-acre industrial park;
- ♦ Vox Mobile in the lease of 31,000 square feet of space in Independence;
- ♦ L'Oreal in the 649,000-square-foot, build-to-suit facility in Streetsboro;
- ♦ Rosetta Marketing Group, headquartered in Princeton, NJ, in the lease of 80,000 square feet of space in downtown Cleveland;
- ♦ Representation of Thompson Hine law firm in the renewal of their headquarters in the Key Bank Tower in downtown Cleveland

An active industry and community leader, Mr. Coyne's extensive roster of memberships and honors include:

- ♦ Board Member of the Rock and Roll Hall of Fame Museum
- ♦ Board Member of Magnificat High School
- ♦ Member of Society of Industrial and Office Realtors (SIOR)
- ♦ Certified Commercial Investment Member (CCIM)
- ♦ Member of Cleveland Area Board of Realtors (CABOR)

Education

- ♦ University of Chicago, Master's Degree
- ♦ University of Notre Dame, BA
- ♦ St. Catherine's College, Oxford University