



Transwestern names Robinson president of firm's new N.Y.C. office; To led the Northeast region; Joined by Ornstein

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Transwestern has launched its strategic expansion into N.Y.C. through the creation of the firm's Northeast region. The firm has named Patrick Robinson president of its newest operation, Transwestern's ninth major region in the country, headquartered in the city. This expansion advances Transwestern's domestic strategy to provide coast-to-coast service and investment offerings to its clients and investors alike. Under Robinson's leadership, Transwestern will extend its property management, agency leasing, tenant advisory, investment services and investment management capabilities across the Northeast. The firm is actively recruiting additional professionals from the N.Y. metro area.

"Having a partner and leader like Patrick on the ground in New York City is critical to Transwestern's goal of developing a best-of-class Northeast real estate operation," said Larry Heard, president and CEO of Transwestern. "His proven track record of performance and executive leadership will allow us to strategically develop our footprint and do so in a manner that advances our award-winning culture and operating model. We anticipate New York will continue to set the tempo for the nation's economic recovery, making it an ideal time for Transwestern to grow a Northeast presence."

"The firm's culture is deeply client-centric and rooted in teamwork - it is the ideal platform from which to grow our presence across the Northeast," said Robinson. "I am delighted to undertake the challenge and look forward to fully embracing this opportunity."

Robinson joins Transwestern from Centric Real Estate Advisors, where he served as a principal and founding member. Prior to Centric, Robinson was the founder and managing principal of Staubach's N.Y. regional office from 1997 through 2006. His career spans 30 years of real estate experience serving both institutional and tenant clients.

Before founding Staubach's New York venture in 1996, Robinson was an equity partner at Jones Lang LaSalle, where he performed on a wide variety of tenant representation and building agency assignments.

Robinson is joined in the New York office by Lindsay Ornstein. Previously, Ornstein served as a principal and founding member of Centric Real Estate Advisors, where she was focused on the representation of clients.

Ornstein began her career in real estate at The Staubach Company as the director of marketing before transitioning to the consulting and brokerage group. Ornstein currently serves on the Board of Governors of the Young Men's / Women's Real Estate Association.

With the opening of the New York office, Transwestern now operates 28 corporate offices across the U.S. and currently leases and manages over 1,200 properties, representing 255 million square feet of office, industrial and retail space. In 2010, Transwestern completed leasing, sales and finance

transactions totaling \$4.3 billion.

ABOUT TRANSWESTERN

Transwestern is a diversified operating company active in the real estate service, development and investment management businesses. Transwestern creates value for clients through innovation, penetrating market intelligence and legendary service delivered by teams of local market experts. The firm has product specialties including office, industrial, retail, multifamily and healthcare, as well as a wholly-owned research affiliate, Delta Associates. Transwestern leads the industry in sustainability and has received multiple ENERGY STAR® awards from the Environmental Protection Agency (EPA).

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