



## **Harmeyer joins Cushman & Wakefield**

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According to Cushman & Wakefield, (CW) Fred Harmeyer, an accomplished real estate finance and investment professional with more than two decades of experience, has joined the firm as senior managing director, regional head U.S. capital markets - east. He will be based in the company's Midtown office.

Harmeyer, who joins CW with a real estate background in investment banking, principal, sell-side research and legal experience, will oversee and coordinate the businesses within CW Capital Markets-investment sales & acquisitions, equity, debt & structured finance and corporate finance & investment banking-in the eastern half of the U.S.

His key areas of responsibility will encompass new business development, client relationship management, the recruitment and retention of key personnel and professional development. Harmeyer will collaborate with the geographic and service line leaders in delivering an integrated suite of services to meet the needs of the clients of the firm. He will also have specific responsibility for working with Steve Kohn in growing the equity, debt and structured finance business, nationally. Prior to joining CW, Harmeyer served as partner, head of commercial real estate debt investments and research at High Rise Capital Management.

He was responsible for all debt-related activities, including sourcing and analyzing potential investments, maintaining relationships with investment banking firms and other market participants, and general coverage of real estate debt capital markets.

"We are very pleased to welcome an experienced and high caliber professional like Fred to our U.S. Capital Markets leadership team," said Cushman & Wakefield Executive Vice President and Global Head of Capital Markets, Greg Vorwaller. "His experience in real estate finance and investment will serve as a valuable asset to our Capital Markets professionals in helping to deliver the highest quality service to our clients."

In 2002, Mr. Harmeyer joined Merrill Lynch to build and lead the large loan CMBS Group. He recruited and hired a highly successful team responsible for all aspects of commercial mortgage large loan originations and executions. Prior to Merrill Lynch, Mr. Harmeyer served as an Executive Director at Morgan Stanley Dean Witter from 1995 to 2002, where he was a sell-side equity research analyst covering the REIT space and later moved into the Principal Finance Group. Other roles prior to Morgan Stanley Dean Witter included Vice President, Real Estate Investment Banking at Kidder, Peabody & Co. and Vice President, Dean Witter Realty Inc.

Mr. Harmeyer has a legal background, serving as a Real Estate Associate at Cravath, Swaine & Moore from 1986 to 1988 and a Real Estate Associate at Donovan, Leisure, Newton & Irvine from

1984 to 1986.

Mr. Harmeyer received his bachelor's degree from Yale University and his J.D. from the University of Virginia School of Law.

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Cushman & Wakefield is the world's largest privately-held commercial real estate services firm. The company advises and represents clients on all aspects of property occupancy and investment, and has established a preeminent position in the world's major markets, as evidenced by its frequent involvement in many of the most significant property leases, sales and assignments. Founded in 1917 it has 243 offices in 60 countries and more than 14,000 employees. It offers a complete range of services for all property types, including leasing, sales and acquisitions, equity, debt and structured finance, corporate finance and investment banking, corporate services, property management, facilities management, project management, consulting and appraisal. The firm has more than \$4 billion in assets under management.

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