



Plehn named senior advisor of Cresa New York

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According to The New York office of Cresa, one of North America's largest tenant representation firms, Richard Plehn, a 25-year veteran of the real estate industry, has been appointed as the firm's newest senior advisor. Given his extensive work with tenant representation, Plehn will be focused on real estate portfolio evaluation, financial analysis and leasing advisory for Cresa New York clients across the region.

"It is our priority at Cresa New York to negotiate the best possible real estate arrangements for our clients, which is why I knew we needed Richard on our team. His reputation as a strategic thinker who can plan space for major corporations and move the needle on their bottom line makes him a natural fit," said Mark Jaccom, president and managing principal of Cresa New York. "Richard isn't afraid to collaborate or explore new technology to ensure creative yet consistent results. I look forward to seeing how his expertise with tenant rep brings even more momentum to our company culture."

Plehn comes to Cresa New York from DTZ, where he served as Vice President of Occupier Services, and managed a team that focused on designing, executing and overseeing real estate plans for businesses. Prior to DTZ, Plehn built his career at Colliers International Group, where he advised both tenants and landlords in the New York market for over 20 years.

"Having worked with Mark previously at Colliers, I came to Cresa New York because I believe in his leadership ability and in the company's philosophy of only representing tenants. Mark has put a platform into place at the office that I believe will help double my team's production as well as that of the firm's," said Plehn. "I am looking forward to leveraging my strengths, and my years of experience in the industry, to focus on tenant needs with Cresa New York."

Over the course of his career thus far, Mr. Plehn has completed more than four million rentable square feet worth of deals. Some of the companies that Mr. Plehn has worked with include Google, Web MD, PNC Financial Services Bank, and GFK. He has also represented prominent landlords including, Extel Development at 175 Varick Street, Lawrence Ruben Co. at 1700 Broadway, The Onassis Foundation at 645 Fifth Avenue, and MD Carlie at 352 Park Avenue South.

Plehn holds a Bachelor of Science degree in Accounting from New York University.

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