



Valdez joins NYC office of Mohr Partners

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David Valdez, Mohr Partners

New York, NY David Valdez has joined the NYC office of the global tenant real estate advisory firm Mohr Partners as managing director.

"We are excited to welcome David Valdez to our team. He brings with him an incredible wealth of national and global experience in the strategic management of real estate transactions, commercial property portfolios, and total occupancy costs," said Mohr managing partner George Grace, CRE. "His support will enormously benefit our regional and national clients through improved long-term strategic real estate planning."

Since joining, he has supported the Mohr team by advising Web.com and its newly acquired division Yodle, Inc., on managing the sublease of 55,000 s/f of office space.

at 330 West 34th St. in Manhattan. Valdez has also been advising Colchester Global Investors on their NYC requirement.

As managing director and senior broker, Valdez advises both commercial businesses and nonprofit organizations in their management of total occupancy expenses, including negotiating new leases, renewals, expansions, terminations, subleases, and property acquisitions and dispositions. He also assists in evaluating and managing vendors and third-party consultants, including brokers, attorneys, architects, lease administrators, and hotel and property managers.

Valdez is also responsible for developing a set of shared resources and improving core practices for all members of Mohr Partners' brokerage team. This includes providing guidance on evaluating transactions on cash and book basis; supporting the New York City team in measuring, benchmarking, and reporting the impact of each transaction on a client's financial statements and in relation to total occupancy costs; and improving market information collection systems. In addition, he mentors junior members of the brokerage personnel.

Prior to joining Mohr Partners, Valdez served in senior real estate management and brokerage positions at leading global corporations and brokerage firms. As Vice President at Goldman Sachs, he co-managed real estate related transactions and strategy for the space the firm occupied in the Americas—a portfolio of over 110 leases for 14 million square feet of office and special-use facilities. He also co-led a team that acquired and repositioned the Embassy Suites (now Conrad) Hotel and retail complex in Manhattan's Battery Park City area. Valdez also served as Managing Director at New York City commercial brokerage firms Edward S. Gordon Company and CB Richard Ellis. He also worked at Cushman & Wakefield, where he co-managed clients' real estate assets, transactions, and strategic planning for portfolio-level accounts. As a Senior Vice President with Blanca Commercial Real Estate in Miami, Valdez advised leading national and regional firms in lease and acquisition transactions, including McClatchy Newspapers and the Miami Herald, Akerman, and White & Case.

Valdez received a BA from Whitman College and earned a Masters in Public Administration from the Maxwell School at Syracuse University. He also attended the Goldman Sachs Nonprofit Leadership Program at Harvard Business School. He supports several nonprofit and educational organizations, including serving as former Chairman of the Board of Overseers of Whitman College.

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