



Marty Hennessy celebrates 25 years at Katz & Associates

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Englewood, NJ Marty Hennessy, president, Katz & Associates is celebrating 25 years at Katz this month. Hennessy has many notable credits to his name, including: successfully negotiating thousands of real estate transactions over the past 30+ years, opening the Katz Florida office in Boca Raton in 1999, and representing over 100 nationally known retailers including ULTA Beauty, DSW, and Saks OFF 5th.

Hennessy is a specialist in tenant representation with advanced market knowledge of eight Southeast markets. Hennessy's expertise includes: company rollouts to new and existing markets, site selection, lease negotiations, and disposition work. He also has developed relationships with all the top regional and national landlords that have properties throughout the Southeast.

Hennessy started working in commercial real estate in 1990 in-house at Hallmark as director real estate and site development, East Coast Region, overseeing 2,400+ stores; he was previously doing sales and sales development at Hallmark for a little over a decade. Hennessy met Katz & Associates' founder Dan Katz who invited him to come to Katz & Associates and start a Florida office. Hennessy shares why he was comfortable to make the move: "I came from a family-owned and run company in Hallmark and went to Katz, another family company. I have always been proud to work for a company where the family running it did it extremely well and is respected." Marty goes on to share how it was to work at Katz when he came over: "Dan allowed me to grow as a person and to grow the office, which current CEO Brian Katz has carried forward."

Katz Florida started with two brokers and a part-time assistant. Today, under the co-leadership of Hennessy and David Emihovich, managing partner, (who joined Katz in 2006), Katz Florida is one of the largest volume players in the Southeast. The Florida team consists of 26 people, including 19 brokers, and marketing and admin teams. It's comprised of offices in Boca and Orlando, and handles tenant and third-party leasing and sales throughout Florida and neighboring states. Hennessy also works closely with other Katz offices, including Nashville and Charlotte. He shares about the Katz team: "The company we've grown is a great family and a great team. And, to watch young brokers succeed is very exciting to see."

Brian Katz, CEO, Katz & Associates said, "We are happy to celebrate Marty Hennessy's 25th anniversary at Katz & Associates. Marty is a leader, a team player, a consummate professional, a top producer, a force in the industry, and an all-around great guy. To be with Marty at ICSC Las Vegas is like being with a celebrity where run-ins, hugs, shout-outs, and impromptu dinner invites ensue. We recognize and appreciate his innumerable contributions to Katz and to the CRE

industry.”

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