



Susan Kurland named number one retail sales professional at CBRE

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According to CB Richard Ellis, Susan Kurland was the firm's number one retail sales professional in 2008, having been responsible for leasing more than 55,000 s/f of retail space nationally.

"Susan has been a powerhouse retail sales professional in New York City and across the country throughout her career" said Anthony Buono, executive managing director, Retail Services Group, CBRE. "She is a trusted advisor to some of the biggest national and international retail tenants in real estate matters that impact every aspect of their business and their bottom line."

"Being the top retail producer has been a consistent component of Susan's career" said Mitchell Rudin, president and CEO, New York Tri-State Region. "She continues to elevate her high standards for client satisfaction and personal production wherever and whatever challenges she encounters."

Last year alone, Kurland, an executive vice president, was responsible for some 25,000 s/f of leasing for American Girl in Boston, and another 22,000 s/f for the company in Minneapolis. She represented the developer in Dunhill's 8,000 s/f lease at 545 Madison Ave.

During her career, Kurland has been instrumental in helping many of the world's top international retailers enter the U.S. market. In addition to her tenant representation experience, she also specializes in developing local, national and international retail projects, and providing retail consulting and advisory services to both retailers and property owners. As part of her international retail consulting work, Kurland aided Mattel in last month's opening of a House of Barbie in Shanghai.

In the area of landlord representation, Kurland has worked with many prominent property owners, including but not limited to The New Museum, Marx Realty, LCOR, Tishman Speyer Properties, Max Capital and W&M Properties.

A two-time Real Estate Board of New York award winner, Kurland won the 1999 "Deal That Most Significantly Impacts a Neighborhood" Award for the 36,000 s/f H&M transaction at 640 Fifth Ave., followed up in 2002 by the prestigious Most Creative Retail Deal of the Year Award for arranging the much-publicized 45,200 s/f American Girl transaction at 609 Fifth Ave.

In addition to Kurland's representation of specialty tenants, she has also executed a number of major national roll-outs and unique site acquisitions, including campaigns for Camper Shoes, Benetton and H&M. Other noteworthy transactions in which she has been involved include but are not limited to the 90,000 s/f Sports Club/LA deal at Rockefeller Center, and the 15,000 s/f McKenzie-Childs lease on West 57th St.

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