



Cushman & Wakefield: Featuring four top brokerage experts at the global real estate company

November 26, 2007 - Spotlights

Melissa Bazar is an executive director at Cushman & Wakefield, based in the firm's world headquarters in Midtown Manhattan. With more than 15 years of commercial real estate experience, Bazar has worked extensively on behalf of tenants in Manhattan and throughout the country, executing large, sophisticated transactions for institutional and corporate clients.

Bazar has represented many of the world's most prominent companies, including law, financial services, media and pharmaceutical firms, among others. Her notable transactions include a 135,000 s/f headquarters lease for Allen & Overy LLP; coordinating a 250,000 s/f build-to-suit project for HSBC in Mexico City; a 330,000 s/f disposition for Cablevision in Jericho, Long Island; and the disposition of 120,000 s/f for Pharmacia/Pfizer in Bedminster, New Jersey. Bazar also represented Computer Associates in all of its acquisitions and dispositions in the southeast United States. Additionally, Bazar has represented numerous hedge funds and private equity firms with their New York space needs.

Prior to her current role at Cushman & Wakefield, Bazar was a member of Cushman & Wakefield's strategic alliance partner, JRT Realty, the nation's largest certified woman-owned full-service commercial real estate firm.

Bazar is active on the foundation board of St. Mary's Hospital for Children, and has served as the board's vice chairman. She was also a 2002 David Rockefeller Fellow, a civic leadership program coordinated through the Partnership for New York.

Bazar received a bachelor of science degree from the Stern School of Business at New York University, and a master's degree in Real Estate from New York University. Amy Fox is a senior director at Cushman & Wakefield. Based in the firm's world headquarters for more than 10 years, she is responsible for implementing all aspects of lease transactions, as well as client relationship management.

With more than 15 years of commercial real estate experience, Fox has executed complex headquarters transactions for major corporations on a local and national level. Her expertise guides the national and global portfolios of the world's leading companies, with industries including finance, insurance and communications, among others. Fox manages an exclusive global relationship with Massachusetts Mutual Life Insurance Company. Her clients have included Millennium Partners LP, Geller & Co., Dentsu Holdings USA Inc., Prism Business Media, Turner Construction and Publicis Group.

Widely recognized for her success, Fox received Cushman & Wakefield's New York Area Achievement Award in 2006, 2002 and 2001. She was awarded the 1999 Robert T. Lawrence Memorial Award for Most Creative Deal of the Year by the Real Estate Board of New York.

Prior to joining Cushman & Wakefield, Ms. Fox spent four years in the Corporate Real Estate

Services division of Jones Lang Wootton USA.

Fox is a member of the Real Estate Board of New York and The Urban Land Institute. She is also a founding member of Cushman & Wakefield's Women's Business Development Group.

Fox received a master's degree in Real Estate Finance from New York University, and a bachelor of science degree from Fairfield University.

Jodi Roberts is a director based in Cushman & Wakefield's Downtown Manhattan office, specializing in the Midtown South and Downtown office markets. Utilizing an extensive background in finance and seven years of commercial real estate experience, she has successfully represented tenants and landlords in the Midtown South and Downtown office markets.

Most recently, Roberts was part of the leasing team that successfully leased Seven World Trade Center. Roberts currently focuses on creative, fashion and financial tenants. Her recent clients include Ricoh, Scottsdale Insurance, First Mercury Financial, Radar Logic, Halston, Hoya Crystal, Weaver Multimedia and Kevin Aucoin Cosmetics.

Most recently, she relocated all of the major tenants in a Soho office building slated for residential conversion.

Prior to joining Cushman & Wakefield, Roberts was a senior associate at CB Richard Ellis. Previously, she was a partner in a mid-size real estate company, managing a team of 10 brokers. Before beginning her real estate career, she was a vice president at Bear Stearns, specializing in mortgage-backed securities.

Roberts is an active member of the Real Estate Board of New York (REBNY), as well as a New York Patron of the New York Philharmonic, and a volunteer committee board member of the Little Orchestra Society. She earned a bachelor of arts degree in Mathematics from Boston University.

Diana Gaines is a senior director, based in Cushman & Wakefield's world headquarters.

With more than 16 years of commercial real estate brokerage and structured finance experience, Gaines has leveraged her extensive financial background to provide corporate advisory and tenant representation services to leading corporations. Her clients have included The National Association of Insurance Commissioners, TIBCO Software, Citibank, Home Depot, K-Mart and Magna Global Training.

Gaines has also provided a full range of real estate services for Manhattan's most well known owners and developers, including property acquisition, repositioning, sales and development.

Gaines has been active in the international real estate market, representing global corporations and institutions, and working closely with 501(c)3 organizations to complete transaction in Europe, the Middle East, Africa and Asia.

Gaines began her career in commercial real estate as a commercial mortgage broker, negotiating complex mortgage transactions and coordinating hundreds of millions of dollars of mortgage financing on behalf of Prudential Insurance Company of America.

Gaines is an active member of the Finance Committee of The Real Estate Board of New York (REBNY) and the New York Society for Association Professionals. She also sits on the board of the Mental Health Association of New York City, and on the board of governors and advisory board of Contribute Magazine.

Gaines graduated magna cum laude from New York University with a bachelor of arts in Psychology and a bachelor of science in Psychobiology.