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## **Cushman & Wakefield forms strategic alliance with Hayes & Sherry, Ltd.**

November 10, 2011 - Rhode Island

According to Cushman & Wakefield, the world's largest privately held commercial real estate services firm, Hayes & Sherry, Ltd., a full-service commercial real estate firm based in Providence, has joined its Americas Alliance Program. Under the terms of the agreement, Hayes & Sherry joins Cushman & Wakefield's association of 33 independently owned and operated regional commercial real estate firms with leadership positions in 71 strategic markets in the Americas. On a global basis, the program has produced an efficient supplement to Cushman & Wakefield's much larger platform of fully owned and operated branch offices providing services in 61 countries.

"We are delighted to embark on this mutually beneficial partnership with Hayes & Sherry in the Providence market," said Jim Underhill, Cushman & Wakefield's chief executive officer of the Americas. "The strength of our Alliance Program is an important priority for many of our clients as it enables Cushman & Wakefield to execute seamlessly at the local level in strategic markets. At the same time, the program offers Hayes & Sherry clients full access to our globally integrated service platform in major markets throughout the world."

As the latest member of Cushman & Wakefield's Alliance Program, Hayes & Sherry will immediately expand its platform and depth of services in the retail arena which is an important priority for the firm. Additionally the program will open Hayes & Sherry's platform to a broader array of service offerings for its clients on a global basis, while still retaining an important single point of contact locally.

"To be invited by Cushman & Wakefield to join this exclusive alliance is both a tremendous honor and a significant opportunity for Hayes & Sherry, said Karl Sherry, partner and cofounder of Hayes & Sherry. "Only 32 other firms in the Americas are members of the Alliance Program, and we're very pleased to join this exclusive group."

"Having worked with Cushman & Wakefield as their preferred broker in Rhode Island, we have come full circle in uniting Hayes & Sherry with the best brand in the business," said Peter Hayes, partner and co-founder of the firm. "C&W's relationships with Fortune 500 firms and major multinational corporations will open the door to new opportunities, not only for Hayes & Sherry, but for our clients in the State of Rhode Island."

Thomas Collins, executive managing director of Cushman & Wakefield's New England region agreed, "The formal Alliance is new, but our relationship with Pete and Karl goes back more than 20 years".

Hayes & Sherry was founded in 1990. With a total of seven brokers, partners Peter Hayes, Karl Sherry, William Greene and Jeff Finan bring more than 85 years of office, retail and industrial real estate experience to Hayes & Sherry clients. With an extensive background in landlord and tenant representation, lease and sale negotiation, build-to-suit analysis and planning, the company has

focused on providing corporate services to many of Rhode Island's largest firms.

The company also provides extensive retail brokerage services in the Rhode Island and southeastern New England market.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540