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Company of the Month - Hayes & Sherry transitions to new ownership - Longtime partners Fair, Greene and Lucivero acquire firm

September 16, 2022 - Rhode Island



Matt Fair

Bill Greene

Dave Lucivero

Providence, RI Providence-based Hayes & Sherry, the region's leading full service commercial real estate brokerage firm, has made a change in ownership. Founding owners Pete Hayes and Karl Sherry have sold the company to partners, Matt Fair, Bill Greene, and Dave Lucivero. Pete and Karl, who started Hayes & Sherry in 1990, remain heavily involved and continue to service clients.

"We love what we do, but the timing was right to make this move and position Hayes & Sherry for a future that builds upon the foundation Pete and I have laid over these past three decades," said Karl Sherry. "To our clients and our community, there are no outward changes or disruptions – it is business as usual as we continue to deliver impeccable service to our clients here in Rhode Island and beyond."

From humble beginnings, Hayes & Sherry has grown to become a premier, nationally recognized, full-service commercial real estate and retail brokerage company. The firm has grown its property portfolio from 500,000 s/f to nearly 10 million s/f today. Its services include commercial leasing, tenant representation, investment sales, property investment analysis, land development, retail consultation, and more.

"To have this opportunity is exciting for all of us – Hayes & Sherry enjoys a rich history and we're looking forward to writing the next chapter," said Fair. "As a team, and that absolutely includes Pete and Karl, it is impossible to overstate the expertise and experience we bring to the table to help clients capitalize on an ever-changing market. It's seamless how we've moved forward without missing a beat."

With local roots and global reach, Hayes & Sherry's client roster runs the gamut having serviced clients across all sectors, including FedEx, Citizens Bank, Amazon, Ventas, Wexford, Johnson & Wales University, FM Global, IGT, Chase Bank, CVS, Blue Cross, and New York Life among others.

Among recent notable transactions, the firm was instrumental in facilitating the land deal to construct the new 4 million s/f Amazon Distribution Center in Johnston, R.I. Once complete, the building will be the largest and most expensive ever built in Rhode Island.

Additionally, Hayes & Sherry provides clients an expanded depth of services thanks to its standing as a member of the national Cushman & Wakefield alliance. A leading international commercial real estate services firm with more than 50,000 employees across 60 countries, Cushman & Wakefield offers brokers at Hayes & Sherry access to a full range of service platforms in major markets throughout the world. The ability to integrate any required service from its own in-house resources is a substantial advantage that sets Hayes & Sherry apart from other firms.

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