



Tom Sugar

Managing Director

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YEARS OF EXPERIENCE

31

AREAS OF SPECIALTY

Office and Industrial
Tenant Representation
Landlord Representation
Acquisition/Disposition
Portfolio Strategy
Build-to-Suit

Tom Sugar joined Newmark in 1994, at that time known as Continental Realty. Mr. Sugar brings with him over 30 years of experience in the leasing and sale of vacant land, office and industrial real estate. He focuses primarily on representing landlords and tenants in the leasing, sale and development of industrial and office properties. He also has experience negotiating lease renewals, build-to-suits, sale-leasebacks, and land and building acquisitions for prospective clients.

Mr. Sugar represented Allianz Life Insurance in the leasing of the company's 2.6 million-square-foot industrial portfolio located in the Rickenbacker Airport industrial submarket. He is currently the exclusive leasing representative for various industrial and office developments such as the Brookside Corporate Center, Cramer Creek Corporate Center, North Star Corporate Center and Northbrooke Corporate Center, which together total approximately 3 million square feet of space in Central Ohio. In addition, he has orchestrated various build-to-suit, renovations and sale-leaseback projects in Columbus and across the country. He has extensive experience in the capital market sector with notable office and industrial transactions.

Partial List of Office and Industrial Transactions

- Zulily.com, 737,000 SF
- Mars, 650,000 SF
- Honeywell, 520,000 SF
- Specialized Bike, 225,205 SF
- Abercrombie & Fitch, 164,000 SF
- ADS, 134,000 SF
- Cramer Creek, 94,000 SF
- Iron Mountain, 80,000 SF
- Affinion, 60,000 SF
- Willis Insurance, 25,000 SF

Professional Affiliations

An active industry and community leader, Mr. Sugar is an NAIOP local committee chair and a member of the Columbus Board of Realtors (CBR), which recognizes him as one of Columbus' Top Producers. Mr. Sugar is also an active member of the Upper Arlington Rotary, and since 2013, has served on the Board of Wellfield Protection Appeals for the City of Columbus.

Education

Mr. Sugar earned a Bachelor of Arts degree in economics from Ohio Wesleyan University.