

TOM SUGAR

Senior Managing Director



Continental Realty
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Years of Experience

28 years

Areas of Specialization

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

ROLE & RESPONSIBILITIES

With over twenty-five years, Tom Sugar has extensive experience in the leasing and sales of vacant land, office and industrial real estate. His primary focus is landlord and tenant representation, with respect to industrial and office leasing, sales and development. His experience includes the negotiation of lease renewals and build-to-suit/leasebacks, as well as land and building acquisitions for prospective clients.

Tom is the exclusive leasing representative for various industrial and office developments such as the Northbrooke Corporate Center, Brooksedge Corporate Center and Cramer Creek Corporate Center which total approximately 3 million sf of space in central Ohio. He is also the exclusive leasing agent for Allianz Life Insurance for the 2.6 million industrial portfolio located in Rickenbacker Airport industrial submarket.

An important part of Tom's job has been coordinating office and industrial leases, not to mention build-to-suit and design build opportunities for local and institutional developers and other prospective clients. Furthermore, a great deal of time is spent on all types of investment opportunities for acquisitions and dispositions.

EDUCATION, MEMBERSHIPS AND AWARDS

Tom earned his Bachelor of Arts degree in Economics from Ohio Wesleyan University. He was recognized as a 2013 Top Producer by the Columbus Board of Realtors. He is associated with various professional organizations including Committee Chair for local and National Association of Industrial and Office Properties (NAIOP), and the Columbus Board of Realtors (CBR). Since 2013, Tom serves on the Board of Wellfield Protection Appeals for the City of Columbus.