

Department of Real Estate Advisory Board Speaker Series

“An Overview of Manhattan Development and The Emergence of the Brooklyn Waterfront Market”

**Speakers: Matthew Van Buren
Travis Yuengst
CBRE**

**When: March 22, 2016
Time: 10:45am – 12:00pm
Where: Vertical Campus, Room 9-155
(55 Lexington)**



Matt Van Buren is President of CBRE's Northeast Division, with oversight of all lines of business operating within the region. The division takes in more than 4,300 employees across the region, including key market areas including Boston, Philadelphia, Pittsburgh and New York Tri-State, CBRE's largest region by revenue in the U.S.

From 2006 through 2015, Mr. Van Buren held leadership positions of increasing breadth in New York Tri-State, most recently President and, previously, Executive Managing Director of CBRE's Midtown New York operation, with responsibility for Midtown's brokerage division. From 1991 through 2006, he built and managed sales organizations in senior leadership positions at Wolters Kluwer, the Washington Post Company and Thomson Reuters.

Mr. Van Buren is a member of CBRE's Americas Executive Committee, Americas Operations Management Board, Eastern Division Executive Committee and Americas Strategy Group.

He is also an active member of the Executive Committee and the Commercial Brokerage Board of Directors of the Real Estate Board of New York and serves on the Executive Committee of the New York Section of the Urban Land Institute, as well as the Executive Committee Association for a Better New York and the Executive Advisory Board of Baruch College's Zicklin School of Business. Additionally, Mr. Van Buren is a member of the Chairman's Club of the New York Building Congress and a member of the Board of Directors of the Downtown Alliance.

In addition to his professional responsibilities, Mr. Van Buren is active in numerous charitable organizations in the greater New York area, including the YMCA, the Police Athletic League, the New York City Police Foundation and the Greater New York Boy Scouts of America.



Travis Yuengst is the Sales Director of CBRE's Midtown Office Brokerage Management Team. He is responsible for supporting sales operations, including strategic business development efforts and facilitating collaboration across service lines; working with executive leadership to expand CBRE's office occupier and agency market share; conducting competitive analyses; and managing the Single Point of Contact process, assisting with broker debriefs and training, and maintaining CBRE's transaction pipeline. Travis draws on his strong research background to spearhead strategic initiatives that harness market intelligence—creating new and better ways to support brokerage professionals in business development efforts.

Throughout his tenure with CBRE, Travis has been tapped for diverse management roles in the firm, expanding his skill set with each new position. Prior to his current role, he was the Manager for CBRE's Manhattan Retail Services Group, directing the day-to-day operations of a team of 30, including 25 retail brokers, focusing on tenant and landlord representation. As Manager of

Information Services at CBRE, Travis was responsible for the Manhattan Research Department. He led a staff of 12 full-time analysts, oversaw all the statistical reporting and market analysis for CBRE's New York City operations—studying leasing, availability and rental rate trends and their correlation with current economic indicators—and regularly presented market statistics and analysis to the entire Manhattan brokerage staff.