

**Robert Stephens** CEO

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Professional Expertise

Rob Stephens, CEO of Cushman & Wakefield | Commercial Oklahoma, brings over 25 years of office and industrial real estate experience. With an extensive background in corporate business development, Mr. Stephens has focused on national corporate services with some of America's largest firms.

Mr. Stephens began his real estate career with Cushman & Wakefield. After spending five years in Los Angeles and five years in the C&W Atlanta office, he moved back to Tulsa to start Commercial Oklahoma. Since returning to he has continued to focus in the corporate service arena representing Oklahoma headquartered companies with multiple facility needs around the country. Additionally, he maintains his close relationship with Cushman & Wakefield by working on multiple transactions with C&W brokers in an effort to best represent their client's requirements in the state of Oklahoma.

During his career, Mr. Stephens has consummated over 17 million square feet of transactions representing over a billion dollars in value. In addition to existing properties, he has completed multiple build-to-suit transactions providing representation from site selection, economic inducement agreement negotiations and construction oversight.

Clients Served

A sample list of clients include Bank of New York, British Petroleum, UBS Financial Services, General Electric, Hewlett Packard, New York Life, Toyota Motor Cars and Wal-Mart Stores.

Major Transactions

- 521,000 SF Office Sale for KBS Realty
- 403,200 SF Build-to-Suit Distribution Center for Wal-Mart Stores
- 462,000 SF Office Sale for BP
- 250,000 SF Office Sale for PSO

Areas of Specialization

- Tenant Representation
- Corporate Advisory Representation
- Acquisition
- Disposition
- Owner Representation

Education

- Bachelor of Arts in Business Administration, Oklahoma State University