



THOMAS P. FARRELLY, SIOR

EXECUTIVE DIRECTOR | TRANSACTION SERVICES

Mr. Farrelly joined Cushman & Wakefield as a broker in 1986 and soon after opened the Manchester, New Hampshire Office. He has since been promoted to Executive Director, a position held by less than 5% of 1,500 Cushman & Wakefield brokers worldwide. As the lead member of the brokerage team, Mr. Farrelly specializes in the sale and leasing of office, industrial, and retail properties. He has earned the award of “Top Industrial Broker” in the Boston office five times and was New England’s “Top Producing Broker” in 2001. He was the recipient of New England’s “Most Ingenious Deal” award in 1995 and finished in the “Top 100” brokers nationally in 1992, 1993, 1995, 1999 and 2000. Mr. Farrelly has completed in excess of 24,000,000 square feet of transactions, ranging in size from 500 to 335,000 square feet. Under Tom’s leadership, the New Hampshire office was awarded the New England “Client Service Excellence Award” in 1999 and 2000, given to the brokerage team with the highest client feedback ratings. He was also awarded the 2001 National Client Service Excellence Award for 2001.

Mr. Farrelly has assisted many corporations and institutional clients in the acquisition and disposition of their headquarters, field office and manufacturing locations as well as numerous prominent investment sales. Significant transactions include the sale of the HOP Campus – a 760,000-square foot, 180-acre facility, the sale of Corning Lasertron’s 335,000 square foot partially completed manufacturing facility on 55 acres in Nashua to Liberty Properties, the 250,000 square foot \$21,500,000 sale/leaseback of Blue Cross Blue Shield’s headquarters in Manchester, the 250,000 square foot headquarters lease to the Timberland Company, the sale of the five-building 350,000 square foot \$16,530,000 Nashua Portfolio on behalf of MGI, and the four-building 202,000 square foot \$9,960,000 sale of the TIAA Portfolio. Recently, Mr. Farrelly represented Lockheed Martin on three separate building sales totaling 415,000 square feet for \$19,750,000 and Raytheon Marine on a 150,000 square foot \$5,000,000 building sale and 80,000 square foot lease.

Mr. Farrelly is a member of the New Hampshire Association of Realtors Commercial Investment Board of Realtors (CIBOR) and has served on their Board of Directors. He is a founding member of the Software Association of New Hampshire. Mr. Farrelly also holds the prestigious designation as member of the Society of Office and Industrial Realtors (SIOR) and currently serves on the New England Chapter Board of Directors as Admissions and Retention Chair. Mr. Farrelly is also a member of the exclusive Major Asset Acquisition & Disposition Team (MAAD). Mr. Farrelly is a 1982 graduate of Plymouth State College with a BA in marketing and has completed advanced courses in site development and marketing industrial properties. He is active in the local community and contributes his time to the Special Olympics. He also serves on the Board of Directors for the New Hampshire High Technology Council and the Daniel Webster Council of the Boy Scouts of America. Mr. Farrelly is a New Hampshire native, married with three children and currently resides in Bedford and Rye during the summertime.