



## Marilynne Clark, CCIM, MCR

Director, Financial Analytics | Houston  
Financial Services

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### Education & Qualifications

Bachelor of Arts in Economics,  
Wake Forest University

Real Estate Sales Agent License,  
Texas

CoreNet Global

Certified Commercial  
Investment Member (CCIM)  
Institute

SIOR (Society of Industrial and  
Office Real Estate)

Mortgage Bankers Association

### Affiliations & Memberships

CCIM Institute

CoreNet Global

### Area of Expertise

Bringing 32 years of experience in commercial real estate, Marilynne joined Colliers in 2018 to provide financial analysis to the company's leasing and investment sales teams for all types of assets, including the following types of financial analysis:

- lease renewal and relocation comparisons
- mid-term lease renegotiations ("blend and extend")
- lease buyouts
- sublease disposition/recovery
- build-to-suit vs. design-build
- lease vs. buy
- own vs. sale/leaseback
- landlord net effective rate
- discounted cash flows

Prior to joining Colliers, she specialized in advising companies regarding their financial analysis for commercial real estate requirements or investments for 17 years. Marilynne also has a background in commercial mortgage underwriting/loan originations and commercial real estate appraisal.

### Professional Accomplishments

- Numerous recognitions by employers for being a "Team Player" and "Outstanding Volunteer"
- Board and committee membership with Houston's commercial real estate organizations (CCIM, CREW and CoreNet Global)

### Business and educational background

#### CoreNet Global:

- Corporate Real Estate Finance
- Real Estate Transactions: Impact on Corporate Financial Statements
- Enterprise Alignment
- Portfolio Management
- Data Driven Performance Improvement
- MCR Capstone: Leadership & Strategy

#### CCIM Institute:

- Financial Analysis
- User Decision Analysis
- Investment Analysis
- Sale/Leaseback: User Perspective
- Sale/Leaseback: Investor Perspective
- Market Analysis and Advanced Market Analysis
- Taxation
- Commercial Real Estate Negotiations
- Energy Conference
- Commercial Real Estate Development Workshop

#### SIOR (Society of Industrial and Office Real Estate):

- Understanding the Lease Agreement
- The Construction Process
- Build-to-Suit Development

#### Mortgage Bankers Association:

- Advanced Commercial Real Estate Finance