



J. Patrick Duffy, MCR

PRESIDENT | HOUSTON

PAST CHAIRMAN | COLLIERS USA ADVISORY BOARD



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ACCREDITATIONS/ DESIGNATIONS

MCR-Master of Corporate
Real Estate

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COMPANY EXPERIENCE

Pat is President of the Houston office of Colliers International. Pat relocated to Houston from Florida where he served as President of the Colliers offices in Tampa Bay, Orlando and Southwest Florida.

Pat has over 34 years of experience in commercial real estate as a producing broker, educator, sales manager and managing broker.

Pat started his career as Director of Marketing for a real estate data base company where he spent three years interviewing top brokerage houses throughout the United States and assisted in their automation needs as a consultant and instructor. As President of the Colliers Houston office, he has direct responsibility for recruiting, training and managing the sales and leasing teams, property management and business plan creation and coordination for the company.

PROFESSIONAL ACCOMPLISHMENTS

Pat was responsible for building and organizing retail service delivery capabilities for Colliers worldwide as chairman of the Colliers Retail Specialty Group (96-2000, 2002-2013). Pat is also a founding member of the Colliers Oil and Gas practice group. Among his academic accomplishments, Pat wrote the capstone case study for the CCIM program's final course offering from 1986 - 1998. The case study combined the marketing and financial concepts taught by CCIM to allow the students to apply the material to a simulated commercial property disposition.

He has been an instructor for Nacore's (now CORENET) Intermediate Finance Course and was awarded the Top-Rated Faculty Certificate in 2000. Pat has been quoted in national and regional publications including the Wall Street Journal, Dow Jones, Newsweek, Real Estate Forum, National Real Estate Investor, Globe Street and others. He has been an expert panelist for NAIOP, Real Share, ICSC and many other real estate organizations.

Pat has served as a member (and Chairman) of the Colliers Managers Steering committee, the Board of Directors for Colliers USA and is the immediate past Chairman of the Colliers USA Board of Advisors. In 2003, Pat was awarded Colliers Manager of the Year. In 2004, he was chosen by Colliers International as the Tom Richardson Award recipient, an honor based on strength of character. In 2012, Pat was chosen as the recipient of the Colliers USA Pinnacle Award for service excellence. Pat is the only person in Colliers to win all three of these awards. He served as an instructor for Colliers University 2010-14. In 2017 Pat was recognized as a "Best Boss" by Real Estate Forum magazine.

EDUCATION

Bachelor of Science - Louisiana State
University (Finance / Pre-law)

SIOR - Office Brokerage I & II

MCR - Intermediate Finance

MCR - Advanced Finance

MCR - Negotiations

MCR - Surplus Property Disposition

MCR - Retail Site Selection

MCR - Enterprise Project Management