



Stephen Shapiro

SENIOR MANAGING DIRECTOR
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AREA OF EXPERTISE

Stephen Shapiro is a senior managing director in Colliers International's New York Capital Markets & Investment Services group. He sources and executes sales and capitalizations of investment real estate in the Tri-State Region; develops investment marketing and underwriting materials including offering memorandums, investment summaries, financial models, transaction analyses and property valuations; conducts property tours and interacts with investors during the marketing and due diligence process.

PROFESSIONAL ACCOMPLISHMENTS

Over his 18-year commercial real estate career, Mr. Shapiro has participated in transactions valued at more than \$30 billion. Recent experience includes the disposition of the General Motors Building, 5 Times Square, 1177 Avenue of the Americas, 180 Madison Avenue, 450 Park Avenue and 1540 Broadway. His portfolio/entity-level transactions include The Blackstone Group's leveraged buyout of Equity Office Properties, and the sales of Beacon Opportunity Fund and the Broadway Partners Opportunity Fund. Relevant national experience includes the disposition of Reliant Energy Center in Houston, TX, One Lincoln Street in Boston, MA, One Beacon in Boston, MA and Four Penn Plaza in Philadelphia, PA.

Mr. Shapiro also oversees Colliers' capital markets research effort in New York. He tracks every investment sale in Manhattan, manages a proprietary database, analyzes trends in the commercial, residential, condominium and land markets, develops

New York market presentations for investors, and analyzes the market to develop and produce Colliers' quarterly New York capital markets reports.

BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers in 2016, Mr. Shapiro was an executive vice president in JLL's New York Capital Markets group. Earlier, he was a vice president at Savills, LLC and a senior vice president at Eastdil Secured (and predecessor Eastdil Realty), where he conducted extensive financial analysis and due diligence of commercial real estate assets in the office, retail and industrial sectors.

Mr. Shapiro earned a bachelor of arts in Political Science and History from Yeshiva University.

COMMUNITY INVOLVEMENT

Mr. Shapiro is a member of the Board of Education of the Hebrew Academy of the Five Towns and Rockaway's (HAFTR) and Co-Chairman of HAFTR's Achievement Center & Learning Center.