CUSHMAN & WAKEFIELD TEAM

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LUIS ELORZA

DIRECTOR | APARTMENT BROKERAGE SERVICES

Based in Cushman & Wakefield's Tampa office, Luis Elorza is focused on the firm's multifamily brokerage operations in southwest Florida. Since 2004, Luis has been involved in over 33 transactions representing approximately 9,500 apartment units valued in excess of $1.1 billion.

Luis' business background includes 20 years of investment banking, corporate finance and real estate finance experience. Eleven of these 20 years were directly related to real estate, either as a lender, investment banker, restructuring professional or broker.

Prior to joining Cushman & Wakefield in January 2004, Luis held real estate and corporate finance positions at Citicorp, Bankers Trust, Ernst & Young and Merrill Lynch's Global Private Equity Division. At these firms, he managed a broad range of real estate and corporate finance assignments including mergers and acquisitions, restructuring, market entry, privatizations, valuations and financial due diligence.

Education

- Master of Business Administration – Concentrations in Finance, Corporate Accounting and Entrepreneurship from the University of Rochester
- Bachelor of Arts Cum Laude – Major in Economics and Certificate in Management Studies from the University of Rochester
- Merrill Lynch MBA training program for Investment Banking
- Citicorp Institute for Global Finance credit, corporate finance and capital markets training program
- Passed twice the General Securities Representative / Uniform Securities Agent State Law Exams
- Licensed Real Estate Agent – Florida

Achievements

- CoStar Power Broker Award (2006)
- Cushman & Wakefield Top Producer Award (2005)
- FGCAR Pinnacle Award (2005)
- CoStar Power Broker Award (2005)

Professional Affiliations

- National Multi-Housing Council – Member
- Urban Land Institute (ULI) – Member
- Florida Gulf Coast Commercial Association of Realtors - Member