



## Dave Brown

**Head of Specialty Leasing**

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Dave Brown joined Madison Marquette in 2021 as Head of Specialty Leasing. In this role, Dave leads Madison Marquette's specialty leasing and sponsorship efforts for the firm's owned and serviced retail portfolio. Dave has 30 years of retail real estate experience and a track record of building and solidifying partnerships with national and international brands.

Prior to joining Madison Marquette, Dave oversaw all of CBRE's Specialty Leasing and Alternative Revenue programs. Under Dave's leadership, CBRE averaged +10% year over year specialty leasing increases at the property level. Previously at General Growth Properties, Dave oversaw the Sponsorship division and increased annual revenue from \$25 million to \$75 million in five years. Dave also led all of Specialty Leasing for General Growth's two highest profile markets – Las Vegas and Hawaii. Prior to joining General Growth, Dave headed up Urban Retail Properties East Region Specialty Leasing. Dave started the Sponsorship Department at Urban.

While at CBRE, General Growth and Urban, Dave gained extensive experience in working on flagship, mixed-use and lifestyle shopping centers. Dave is very effective at finding ways to maximize revenue at the asset level while getting buy in from ownership and management.