

Bringing A New Level Of Service To Tenant Representation



Holly Duran

When the average duration of your client relationships is more than 20 years, you know you're doing something right. Holly Duran, owner and principal of Holly Duran Real Estate Partners, LLC (HDREP), has always positioned herself as a strategic partner to her clients. Spearheading lease negotiations often valued at more than \$100 million, she has built her business on her tenacious negotiating skills, quick turn-around, attentive client service and success in achieving aggressive, flexible transactions. Her track record has made her one of the country's most influential women in tenant representation.

HDREP provides comprehensive real estate services to large multinational and small firms alike on both a consulting and brokerage basis. More than 95 percent of the firm's business comes from referrals and repeat sources. The firm has negotiated over 15-million square feet of office, industrial, and data center leases in over 65 cities, 36 states and nine countries.

Duran created HDREP in 2004, after serving as longtime partner and managing broker of the Real Estate Services Group of The Levy Organization. She now has more than 30 years of commercial real estate experience focusing almost exclusively on tenant representation.

When she took over the firm, former partner and acclaimed entrepreneur Larry Levy said: "Holly Duran is a hard-driving, fierce negotiator and a tireless advocate on behalf of her clients. She is a brokerage superstar, with one of the longest and most successful track records of anyone in commercial real estate nationwide."

Duran said: "I want to be in it for the long haul with our clients, and even in the few cases in which we don't act as the outsourced real estate department, our clients know we are in this together. We live and breathe their projects and negotiations, and we counsel them according to their best interests — regardless of whether it generates the highest commission. Some firms may seek out a bunch of one-off transactions, but that's not us."

Duran has represented the Chicago Mercantile Exchange, now CME Group, for 30 years. Today, she and her firm are the exclusive

global real estate advisor to the world's leading derivatives marketplace. She personally coordinates all of its real estate functions and serves as manager of its entire real estate portfolio, including the 1.3-million-square-foot Chicago Board of Trade building, designated a National Historic Landmark. She has also

established a niche in the representation of clients associated with the futures industry, handling more of this business than any of her local counterparts. In addition, HDREP regularly serves the legal, entertainment, and exhibition industries, with clients including McDermott Will & Emery, TBA Global LLC and Wheelhouse Solutions.

While Duran has refrained from establishing a formal affiliation with any other real estate brokerage firms or opening her own offices outside of Chicago, she has carefully hand selected a network of senior-level, local market experts. Situated in major metropolitan markets globally — including London, Singapore and Mumbai — they bring an important understanding of the local landscape, while Duran and team take the lead on client service, contracts, analysis and consistency of process. Because Duran has the ability to bring benchmark global clients with requirements of substantial corporate and industrial square footage, these professionals are willing to serve as a resource to HDREP for transactions large and small.

In New York, Duran partners with Cushman & Wakefield and Newmark Knight Frank for their local expertise. One of the assets she manages for CME Group is the half-million-square-foot building once owned by the New York Mercantile Exchange. The Lower Manhattan building on North End houses trading and office space.

Holly Duran
Principal
Holly Duran Real Estate Partners, LLC
10 South Wacker Drive, Suite 3350
Chicago, IL 60606
Tel: 312-930-3131
hduran@hdrealestate.com
www.hdrealestate.com