

MATT SULLIVAN

SIOR, CCIM

Managing Director,
Principal

CENTRAL FLORIDA
INDUSTRIAL (CFI)
TEAM

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Experience

Matt Sullivan is a Managing Director and Principal at Cite Partners. He has been active in the commercial real estate industry for over 26 years and is recognized as one of the leading industrial brokers in Central Florida. Matt specializes in the representation of investors and users of industrial properties, including lease and sale negotiations, strategic planning, finance, development and logistics services. His extensive experience enables him to forecast and anticipate trends for his clients and partners. His vision and experience are invaluable assets to the Cite Partners team.



Background

Matt was the Senior Managing Director at Colliers International for over 13 years before starting Cite Partners. At Colliers he was consistently ranked as one of the top ten brokers in the region and was responsible for managing the Orlando office. Prior to his time at Colliers, Matt owned his own company, The Sullivan Group, a brokerage and property management company located in Orlando, Florida.

Professional Highlights

- 2015 - NAIOP Industrial Broker of the Year-Landlord Rep, 1st Place
- 2015 - NAIOP Industrial Broker of the Year-Combined, 2nd Place
- 2014 - NAIOP Industrial Broker of the Year-Combined, 2nd Place
- 2014 - NAIOP Industrial Broker of the Year-Tenant Rep, 3rd Place
- 2015 - CoStar Power Broker
- 2013-2009 - Colliers International Top 10 Producer
- 2013-2009 - CoStar Power Broker
- 2011 - NAIOP Developing Leader Award
- 2011 - NAOIP Industrial Broker of the Year (Central Florida), 2nd Place
- 2009 - NAOIP Industrial Broker of the Year (Central Florida), 3rd Place

Community

- Tough Mudder Finisher, Wounded Warrior Project, 2014
- Youth Coach | YMCA
- Windermere Town Council 2004-2006
- Past Board Member | Greater Orlando Association of Realtors
- Past President | Central Florida Commercial Real Estate Society
- Member | Commercial Investment Real Estate Institute

Designations and Education

- Society of Industrial and Office Realtor Designation (SIOR, 2012)
- Certified Commercial Investment Member Designation (CCIM, 1998)
- Florida Real Estate Broker
- Bachelor of Arts in Real Estate, Florida State University



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Current Clients

- Prologis
- McCraney Property Co.
- Crow Holdings
- BlueScope Properties Group
- High Street Realty
- Hanover Capital
- Seefried Properties
- Denholtz Associates
- Max France, Inc.
- Smyth Enterprises

Notable Transactions

Client	Sq. Ft.	Representation
McCraney Property Co	451,823 SF	Landlord
Hanover Capital	300,730 SF	Buyer
Goodyear Tire and Rubber	292,312 SF	Seller
Fence Outlet	273,384 SF	Buyer
BJP Real Estate Partnership	256,838 SF	Seller
BlueScope Properties Group	246,031 SF	Landlord
Earnest Products	242,000 SF	Buyer
Colony Realty Partners	242,000 SF	Landlord
Justine Realty	215,900 SF	Seller
Panattoni Development	199,100 SF	Seller
McCraney Property Co.	193,968 SF	Landlord
DCT Industrial	193,133 SF	Landlord
Kellogg	156,000 SF	Tenant
Rhino Tire USA	144,556 SF	Landlord
MC Assembly	134,900 SF	Tenant
Smyth Lumber Trust	132,731 SF	Seller
Homelegance	123,740 SF	Buyer
High Street Realty	122,605 SF	Buyer
Sun Hung Kai Holdings	117,280 SF	Buyer
Deep Foods	113,205 SF	Buyer
Smyth Lumber Trust	102,275 SF	Landlord
McCraney Property Co.	99,124 SF	Landlord
DCT Industrial	98,394 SF	Landlord
Invesco	98,000 SF	Landlord
McCraney Property Co.	96,924 SF	Landlord
Invesco	96,000 SF	Landlord
Panattoni Development	93,608 SF	Seller
National Distribution Center	91,318 SF	Tenant
Fidelity National Title	88,139 SF	Landlord
SGASi	86,600 SF	Tenant
Prologis	80,000 SF	Landlord
Principal Life Insurance	75,580 SF	Landlord
Prologis	72,000 SF	Landlord
Grendene USA	67,397 SF	Tenant
Star Pipe	67,339 SF	Tenant
Smyth Lumber Trust	66,298 SF	Landlord

Accolades

"Matt is, as the kids say, "the bomb". He is knowledgeable and was very prepared and I grateful that we have him on our side."

Summer Rodman | Amazon Hose

"...it was really great working with Cite Partners. It was fun and we obviously created a lot of value. You guys delivered exactly what you said that you would."

Rob Neiffer | Director | Invesco Real Estate