

Zach J. Pruitt

Principal | Co-head of Chicago Office



Zach Pruitt brings fifteen years of extensive real estate experience, with an in-depth understanding of complex lease negotiations, site acquisition and disposition negotiations, lease restructures, sale-leasebacks, build-to-suits, strategic planning and portfolio management. With a tailored approach, Zach has successfully represented a vast array of clients from individual property owners, startups, local & private companies to the Fortune 500. He has completed transactions throughout the greater Chicagoland area as well as more than 50 markets throughout the United States and internationally. By staying true to his highest priorities - providing excellence in service to his clients while upholding integrity at all times, Zach has established himself as a well-respected member within the real estate community, and appreciation from his clients.

At Cawley Commercial, Zach's primary focus is assisting owners of commercial real estate in maximizing their asset's value. This consists of representing owners with the sale of their properties by positioning the asset for highest-and-best-use; and assisting owners of underperforming assets by creating a strategic leasing initiative and implementing an assertive approach to achieve increased occupancy. By aligning his client's real estate needs and goals with a comprehensive strategy, he utilizes an in-depth understanding of the market and its individual submarkets, with a driven approach, to provide optimal results and maximum returns.

Education and Accreditation

- B.A. Law and Society, Purdue University
- IL Managing Broker License
- CCIM, Candidate

Expertise

- Site Acquisition & Disposition
- Tenant Representation
- Ownership Lease Representation
- Complex Lease Negotiations
- Site Selection & Analysis
- Adaptive Reuse
- Lease Underwriting & Project Consultation

References

- PianoForte
- Neighborhoods.Com
- SomerCor 504
- Allianz GCS
- Raymond James
- USG
- Cogent Communications
- Nalco Chemical/ Ecolab
- Zurich NA
- GSA
- Invenergy
- Pulte Homes
- Stocking Urban
- Lappin Management
- R2
- Villa Capital Partners
- Diamond Realty Holdings
- Acorn Property Management
- MAB Capital
- Condor Partners
- Tandem Development

In addition to site disposition and lease representation, Zach provides thorough representation to end-users in need of new space as a tenant or owner-user, and representation to investors and developers desirous to acquire their newest project. Zach's concentration branches from the core of downtown Chicago, outward to an in-depth knowledge of Chicago's unique neighborhoods and submarkets.

Prior to joining Cawley Commercial Real Estate, Zach gained over ten years of commercial real estate experience as an active and successful member of NelsonHill, and DTZ/UGL Equis, now operating as Cushman & Wakefield. This is in succession to experience in residential real estate working for one of the Country's top new home developers.

Zach holds a B.A. from Purdue University and is currently enrolled within the CCIM curriculum. Outside of his career, Zach is an Ironman, active in triathlons and endurance sports, a member of Year-Up Chicago and other community organizations, an active member of Assumption Church in River North, and most importantly a husband to his wife Lee, and father to their daughter Elynn.