

# TOM ROBERTSON



PASSION. PERFORMANCE. RESULTS. INTEGRITY™



**THOMAS J. ROBERTSON** is Senior Managing Partner and co-founder of CRE Rauch, Lupo, Robertson & Co. and CRE Florida Partners (“CRE”) with offices in Boca Raton, Pompano Beach, St. Lucie West and Stuart, and co-directs the operations and expansion of CRE throughout Florida. Mr. Robertson has over two decades of experience in Commercial Real Estate.

As Senior Vice president at Jones Lang LaSalle (JLL), responsibilities included Jones Lang LaSalle’s South Florida and Palm Beach County brokerage offices including Martin and St. Lucie counties.

Prior to joining JLL, Mr. Robertson was a Principle Managing Partner of the Lupo Real Estate Co. in Boca Raton Florida that was subsequently purchased by Coldwell Banker Commercial NRT, a subsidiary of Realogy Corporation.

Prior to Coldwell Banker Commercial NRT purchasing his firm, Mr. Robertson was Director of Sales and Operations for Sprint Corporation’s South Florida cellular operations. Responsibilities included identifying real estate locations for retail stores, staffing, and training of over 60 employees. Also, identifying cell tower locations and site acquisitions, and hiring a professional sales staff of 25 to direct sales focused on government, national and small business accounts in Palm Beach and Broward Counties.

Mr. Robertson’s corporate real estate expertise includes industrial, retail, office, land, multi-tenant investment, cellular tower site acquisitions, and life science medical initiatives. Some of the major projects Mr. Robertson has been involved in include the Florida Center for Innovation, a world class 150-acre 1.3 million SF master planned research park catering to scientific research, universities, and medical institutes including the Torrey Pines Institute for Molecular Studies, Oregon Health and Science University, Martin Memorial Hospital, and Mann Research Center. Mr. Robertson also represented the 211,000 SF, 15 acre medical and professional office campus known as Lake Whitney Professional Park in St. Lucie West, Florida. Throughout his career he has completed more than 500 real estate transactions in excess of \$250M including 4,000,000 SF of office, industrial sales and leases in Broward, Palm Beach, Martin and St Lucie Counties.

Mr. Robertson has a BA degree in Business Administration with a minor in Accounting from Florida Atlantic University, and he is a certified corporate trainer by Learning International. Mr. Robertson has earned a Florida Real Estate Broker’s license and is a candidate for the prestigious SIOR (Specialist, Industrial and Office Real Estate) designation. Mr. Robertson has vast experience in property sale and lease valuation, site acquisition, site disposition and corporate real estate consulting. Mr. Robertson remains dedicated to exceptional client service with strict attention to detail while providing a strong commitment to professionalism, integrity, trust and performance.

Mr. Robertson volunteers his time at Pine Crest School Fort Lauderdale, and the Andy Roddick foundation. He resides in Boca Raton Florida with his wife and three daughters.

#### EXPERIENCE:

- Senior Managing Partner, CRE Rauch, Lupo, Robertson
- Co - Managing Partner, CRE Florida Partners
- Senior Vice President, Jones Lang LaSalle
- Principal/Partner, Lupo Real Estate Co Coldwell Banker NRT

#### EDUCATION:

- Florida Atlantic University, BA Finance & Accounting

#### COMPANY FOCUS:

- Office | Industrial | Investment | Corporate | Trust

#### AFFILIATIONS/DESIGNATIONS:

- Andy Roddick Foundation



#### OFFICES

Pompano Beach  
Boca Raton  
Saint Lucie West  
Stuart

#### SERVICES

Brokerage  
Investment  
Private Equity & Trust  
Consulting & Valuation  
Corporate | Tenant  
Representation  
Property & Asset Management

**TOM ROBERTSON**  
SENIOR MANAGING PARTNER  
561.703.0888



# ABOUT OUR FIRM



## PASSION. PERFORMANCE. RESULTS. INTEGRITY™



MICHAEL RAUCH

**CRE FLORIDA PARTNERS** (“CRE”) is a Florida based full service commercial real estate firm with a rich heritage, uncompromised integrity, and business longevity dating back to **1967**.

Our associates and staff are the best in the business and the foundation of our success. We locate our offices within the MSA’s we serve and are never far from the clients we value and respect.

CRE Florida Partners is an exceptional group of talented commercial real estate professionals operating in five Florida counties including Florida’s gold coast, treasure coast and space coast MSA’s representing about 7 million Florida residents. Offering a full-range of commercial real estate services we maintain deep professional and social “roots” in the markets we serve and maintain a leading edge presence in all aspects of our expertise. Perhaps the biggest differentiator for CRE is the way we value the relationships we maintain with our clients, associates, staff, and vendors, with whom we have worked for many decades. We know what it takes to get the job done and thrive on the challenges that presents.



JACK LUPO

The vision for CRE emerged in 2011 and the firm was founded in 2012 by three energetic veteran brokers who saw the need for a new kind of commercial real estate firm, different from any other. A firm with a broad vision to build a network of offices throughout Florida and a deep commitment to bring our experience and focus to each assignment for our clients. Coming from two of the most deeply rooted commercial real estate firms in Florida, with a long and distinguished family history in Florida commercial real estate, Co-founding Partners Jack Lupo, Tom Robertson and Michael Rauch each bring unique strengths, values and perspectives to CRE. Mr. Lupo and his family have been a driving force in commercial real estate in Palm Beach County since 1970. Mr. Rauch was most recently a Partner/Principal with NAI Global, an established industry leader in Broward County since 1967. Mr. Robertson, a Sr. Vice President with Jones Lang LaSalle (NYSE:JLL) and the second largest commercial firm in the US, has over 20 years of experience in commercial real estate and was also a partner/principal with Coldwell Banker Commercial in Boca Raton. Joining forces, their shared vision for CRE emerged to form the basis for a firm founded on four fundamental principals;



TOM ROBERTSON

**“Passion. Performance. Results. Integrity”.**  
Ask our clients! We are pleased to offer our references.



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