



## Jeffrey D. Cristal, SIOR

Senior Vice President, SIOR  
Director, Office Group

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216.453.3050 direct

### CAREER SUMMARY

Jeffrey D. Cristal specializes in advisory services, focusing on the leasing and sales of office properties including tenant advocacy, corporate representation and strategic real estate planning. As an advocate, his goal is to optimize his clients' total occupancy costs via analysis and evaluation of all facets of their real estate portfolios and specific transactions.

### EXPERIENCE

1986 – present      Senior Vice President, Director of Office Group  
Grubb & Ellis, Cleveland

Mr. Cristal has been involved in real estate transactions for a range of local and national companies. Among the organizations he has represented are:

- Allen Bradley/Rockwell
- Dominion
- Marcus Thomas
- Babcock & Wilcox
- IBM
- Kraft
- Lubrizol
- MetLife
- Budish & Solomon
- Progressive
- OE Connection
- Digiknow

1983 – 1986      Office Specialist, Adler Galvin Rogers, Inc. (predecessor company to Grubb & Ellis)

Prior to 1983      Leasing Coordinator, Barris-Guren Company, Cleveland

### PROFESSIONAL ACHIEVEMENTS

Jeff has consistently been named to Grubb & Ellis' Circle of Excellence, a designation reserved for the top professionals across the country. In 1986, for his consistently high performance and sophisticated knowledge of the marketplace, Mr. Cristal earned the title of Senior Marketing Consultant, Grubb & Ellis' highest recognition for leadership in commercial brokerage. In 1992, Jeff earned the international designation of the SIOR (Society of Industrial and Office Realtors) by passing a series of tests, meeting certain production requirements and qualitatively being reviewed by other real estate professionals from across the country. He was named Office Broker of the Year in 1990 and again in 2008 by the local chapter of the National Association of Industrial and Office Properties (NAIOP) and in 1998, Jeff was named Commercial Realtor of the Year by the Cleveland Area Board of Realtors (CABOR). In 2007, Mr. Cristal was named the Most Valuable Player of the Grubb & Ellis Cleveland office.

**Jeffrey D. Cristal (continued)**

## **PROFESSIONAL AFFILIATIONS**

- Society of Industrial and Office Realtors (SIOR)
- Past President, Board of Trustees of the Northern Ohio Chapter of NAIOP
- Member of Cleveland Area Board of Realtors (CABOR)

## **EDUCATION**

Mr. Cristal earned a Bachelor's Degree in Business Administration and Marketing from Butler University with a minor in Economics.

## **COMMUNITY ACTIVITIES**

- University Hospitals Neurological Institute Leadership Council
- Urban Squash Cleveland – Board Member
- Entrepreneurship Preparatory School –Real Estate Committee
- Breakthrough Charter Schools – Real Estate Committee
- Member of Playhouse Square Foundation Real Estate Committee
- Leadership Cleveland – Class of 1996
- Former President of the Board of the American Cancer Society - Cuyahoga County Unit