

Denise W. Hahn

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Objective **Dedicated to helping you solve complex business initiatives through the execution of valuable real estate solutions.**

Experience **Weber Wood Medinger**
(<https://www.wwmrealestate.com>)
2001 – Present
Vice President

Highly skilled Corporate Real Estate Advisor with over 25 years of experience specializing in buyer, seller and corporate representation as well as sale-leaseback transactions across North America. Demonstrated expertise in structuring complex deals, optimizing asset value, and providing strategic advisory services to corporate clients. Strong analytical skills, market insight, and a proven track record of successful transactions.

- Conducted in-depth financial and market analysis to support sale-leaseback transactions and other real estate deals.
- Assisted in the preparation of marketing materials and presentations for client pitches and investor meetings.
- Provided support in transaction management, including due diligence, documentation, and closing processes.
- Tracked market trends and provided insights to senior advisors and clients.
- Spearheaded numerous sale-leaseback transactions, resulting in over \$1.5B in sales.
- Conducted comprehensive market analysis and due diligence to identify optimal opportunities for clients.
- Advised corporate clients on strategic real estate decisions to enhance financial performance and operational efficiency.
- Negotiated lease terms and sale agreements to ensure favorable conditions for clients.
- Collaborated with legal, financial, and operational teams to facilitate seamless transaction processes.
- Managed a portfolio of high-value real estate assets for corporate clients, focusing on maximizing returns through sale-leaseback strategies.
- Developed and executed tailored real estate solutions, addressing clients' unique financial and operational needs.
- Prepared detailed financial models and projections to support decision-making and investment strategies.

- Built and maintained strong relationships with key stakeholders, including investors, lenders, and property managers.

The Galbreath Company
Cleveland, Ohio
1994-2001

Tenant and landlord representation throughout Northeast Ohio.

Represented tenants and property owners throughout Ohio with particular market expertise in Cleveland's west side, east side, south side and Central Business District. Since 1994, performed analysis and leasing transaction management for clients in office, industrial and retail sectors. Involved in dozens of sales transactions representing both sellers and buyers of land and commercial buildings. Assisting businesses expand. Insightful market knowledge helps to understand the degrees of flexibility between local ownership groups and institutional investors when negotiating a purchase or lease agreement.

Primary client base: Nationally privately held and private equity sponsored clients, local businesses and landlords.

Weber Wood Medinger has completed over 1 Billion SF of transactions in 40 states, Mexico and Canada. In 2022-2023, WWM completed projects and/or due diligence in the USA (OH, CA, AZ, IL, IN, FL, CT, NY, PA, TX, NV, MS, AL, TN, KY, VA, SC, LA, WA, WI, MI), Canada (Ontario, Montreal, Vancouver), and Mexico (Monterrey, Juarez, Laguna, Chihuahua). Clients include multiple Fortune 1000 companies, mid cap companies, private equity firms, family offices as well as select individuals.