

# Gavin Curtis

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**Gavin Curtis** is a senior vice president with Hughes Marino, a global corporate real estate advisory firm that exclusively represents tenants and buyers. Working out of the firm's Seattle office, Gavin helps his clients achieve their business objectives by providing conflict-free assistance and by utilizing the many resources available through the Hughes Marino network.

A native of Seattle, Gavin has personal knowledge of the region's real estate market, the economic drivers supporting it, and the challenges faced by office tenants striving to stay in front of its fluctuating cycles. He understands that his clients' office lease obligations often fall second to employee payroll on the expense side of a balance sheet and he models financial analysis to highlight the long-term implications of any transaction. Gavin also recognizes that Seattle tenants are in a race to find the best talent and he consequently helps clients find office solutions which maximize employee well-being, retention and recruitment.

Gavin has extensive knowledge of Seattle's emerging technology industry and the hurdles those firms often face. He recognizes that creating flexibility within a lease for clients with fluctuating headcounts is often critical to reducing overhead expenses throughout a lease term. Gavin also believes that one of the hallmarks of a great broker is the promise to direct clients toward short-term solutions or to hold off altogether when market trends suggest such a solution is the best long-term strategy.

Gavin's interest in commercial real estate began at an early age while helping his father manage and maintain a small portfolio of commercial properties. That interest continues today and manifests itself in his passion to find the best solution for his clients, all while maintaining a relationship based on trust and respect.

In his free time, Gavin enjoys spending time with his family in the San Juan Islands, hiking, skiing, golfing and exercising.

## Education

- University of Arizona, B.A. in political science with a minor in economics

## Professional Activities

- Washington State Department of Real Estate Licensed Broker  
- Broker License #27197