

Carmela Roco

Vice President of Lease Audit | carmela.roco@hughesmarino.com



Carmela Roco serves as vice president of Lease Audit at Hughes Marino, a global corporate real estate advisory firm that specializes in representing tenants and buyers. She brings with her over 35 years of experience in real estate lease auditing, lease administration and property accounting with owners and developers, as well as service providers.

Carmela has provided expertise in reviewing leases as they relate to how landlords bill their operating/CAM expenses, real estate taxes, utilities and overtime services, as well as interpreting lease language, identifying opportunities for savings, developing audit issues and negotiating and resolving them. Carmela's in-depth knowledge of the nature, purpose and functionality of lease rent and rent escalation provisions allow her to quickly identify crucial areas where clients are being overbilled. She has provided her clients millions of dollars of savings in occupancy and related costs.

Prior to joining Hughes Marino, Carmela led the lease audit services team at JLL, where she marketed the services as well as performed audits. She additionally served ten years with UBS Financial Services as Director of Lease Administration and Lease Audit, where she started the Lease Audit Program for the bank and helped generate substantial savings.

Carmela's other interests include traveling with her husband and family. She is a baseball, football and college basketball enthusiast, loves doing cardio exercises such as kickboxing and power step, and is an avid cook and baker.

Education

- University of the Philippines - Masters in business administration
- Ateneo de Manila University - B.S. in business management
- New York University and Monmouth University - completed several courses in real estate management