



David Wilson

Principal Chicago

Professional Experience

Dave, a Principal, has 40 years of impactful experience in Commercial Real Estate, having focused the past 20 years primarily on representing office tenants (Chicago metro & global portfolio).

Dave developed and perfected a proactive strategic process that enables each of his clients to discover their preferred goal, while he and his team establish critical leverage. This process has enabled Dave to secure terms well beyond the market norm of all competitors. Since arriving at Cresa, with no conflict and a strong pool of SME's, Dave's ability to deliver optimum results has been enhanced.

During his career, Dave has represented landlords, developers, private owners, and REITs. He knows how they think and what they value. He has also represented Fortune 500's, institutions, partnerships, boutiques, non-profits, and corporate portfolios with their office, industrial, and medical leased or owned properties.

His direct experience in multiple office markets (over 40 domestic and international) continues to broaden his knowledge and elevate his effectiveness in all aspects of the deal process; evaluation, strategy, negotiation, and implementation, again, to directly benefit his clients. His experience bodes particularly well for complex or challenging transactions, whether a renegotiation, consolidation, disposition, relocation, or new office.

Furthermore, experiencing various economic conditions over the past four decades has also provided Dave with seasoned forecasting, enabling him to protect and secure his client's short & long-term objectives.

Prior to Cresa, Dave founded TRU Office Advisors in 2011, which strictly represented office tenants (Chicago metro and national portfolio), in 2017, TRU merged into Transwestern. Dave started his career in 1983 in the Chicago CBD market with Irvine Associates and Realsouce, Inc. (spin-off from C&W), then in 1996 the Prime Group Realty Trust, and 2002, HSA Commercial. Dave, a Chicago native, lives in Naperville now, where he and his wife have raised their four children.

Clients

- Advocate Health Care
- Aon
- Berkley Insurance Company
- Chesapeake Energy Corporation
- Cremer Law
- Crist|Kolder
- The Federal Reserve Bank of Chicago
- Symbria
- University of Illinois

Education

Bachelor of Science, College of Business, Northern Illinois University
CCIM

Affiliations

A very active volunteer with his children's schools, his parish and community, Dave has participated on several boards, coached many sports, and assisted in multiple funds raisers.

NIU Executive Leadership Forum (cofounder, member)

COLBA

Contact

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