



Commercial real estate agency gets an international partner

Monday June 14, 2010 By Joseph Mallia joseph.mallia@newsday.com



Photo credit: The Spector Group

The Long Island commercial real estate agency [Sutton & Edwards](#) has entered a partnership with a major international company.

With offices in Lake Success and Ronkonkoma, Sutton & Edwards “will now operate as part of the Colliers International New York Tri-State hub and adopt the Colliers International name and branding,” Colliers said in a news release. The partnership is structured with Sutton & Edwards retaining local ownership of the company.

Mark Jaccom, a Colliers executive, said in a news release, “Sutton & Edwards is the premiere Long Island real estate services firm. Bringing them under the Colliers International umbrella is a tremendous coup for us.”

Among Sutton & Edwards clients are GE Capital, Prudential Life Insurance, MSC Industrial Supply Co., State Farm Insurance, North Shore Long Island Jewish Health Systems and HRPT Properties Trust. (They handle space in many iconic Long Island buildings, including RXR Plaze, in Uniondale, above.)

Colliers International says it is the world’s third largest real estate services firm with 15,000 employees operating out of more than 480 offices in 61 countries and with revenues of nearly \$2 billion.



June 14, 2010

COLLIERS SNAPS UP LONG ISLAND OUTFIT

48-year-old Sutton & Edwards has two offices and reps 8 million square feet of office and industrial space; move part of a broader expansion effort by Colliers.

By [James Comtois](#)

Published: June 14, 2010 - 1:35 pm

As part of its expansion plan, Colliers International has formed a partnership agreement with a Long Island-based firm to enter that market.

Colliers International is rebranding Sutton & Edwards, a 48-year-old Long Island-based real estate firm. Sutton & Edwards will now operate as part of the Colliers International New York Tri-State hub and, more broadly, will be under the Colliers International name and brand. This will be Colliers' first Long Island office.

According to Colliers, this is not an acquisition. Although Sutton & Edwards will operate and be branded as Colliers International, it will still be independently owned. No management or personnel changes have been planned as a result of the name change.

Mark Jaccom, chief executive of the Tri-State Region, called the Long Island office "a tremendous coup" for Colliers, adding that it gives the international firm "a dominant presence throughout the entire region."

Founded in 1962 and having done business as Sutton & Edwards since 1982, the Long Island real estate firm provides office, industrial, retail, land, medical office and investment property brokerage. The firm represents a combined 8 million square feet of industrial and office space and manages 2.5 million square feet. Sutton & Edwards—which has offices in Lake Success and Ronkonkoma—also provides tenant and buyer