



## Jimmy Barnes, SIOR

Executive Vice President

NAI Tri Properties

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## Background & Experience

Jimmy currently leads our investment sales team and has a primary focus on client development and consulting. With nearly thirty years of experience in the local market, Jimmy specializes in all areas of leasing and sales. He provides exclusive tenant, buyer, and landlord representative services to local businesses, large corporations, and financial institutions and investors. He frequently represents large Class A office developments in Cary, Raleigh and the Research Triangle Park — closing more than \$100 million of transactions, exceeding one million square feet, in recent years.

## Professional Affiliations & Designations

Professional Designations: Society of Industrial & Office Realtors (SIOR): Specialist, Office Real Estate: The SIOR designation is awarded to individuals who have met rigorous requirements based on their outstanding knowledge of the commercial real estate industry, professional and educational background and adherence to ethical standards. There are only 2,830 SIOR members world-wide and only 92 members in the state of North Carolina. Professional Affiliations & Organizations: NAI Global: Mr. Barnes serves on the NAI Global Leadership Board as Secretary. The firm has been the Raleigh/Durham affiliate for NAI Global since 1982. This network enables us to assist clients in multi-market expansions or dispositions throughout the world. Triangle Commercial Association of Realtors (TCAR): An organization of licensed commercial real estate brokers, enabling members to advance their education and knowledge of issues impacting commercial real estate on local, state and national levels. CoreNet Global: CoreNet Global is a dynamic, fully developed global network of professionals who create strategic value for their enterprises by advancing knowledge, connecting people and promoting personal excellence. Appalachian State University Board of Trustees: Founding member and former Chair of the Appalachian State University Board of Visitors, and currently serves on the Board of Trustees as Secretary. Greater Raleigh Chamber of Commerce Board of Directors: Member & Past Chair, Economic Development Board. Boy Scouts Occoneechee Council: Council Board Member; Past Chair of the Friends of Scouting Breakfast event, Finance Committee Member. Paragon Bank: Member of Bank Advisory Board. Awards: National Association of Realtors: 2012 National Commercial Award for outstanding achievement in the commercial real estate industry. Commercial Realtor of the Year, 2011: Named Commercial Realtor of the Year by the Triangle Commercial Association of Realtors Million Dollar Clubs/Triangle Commercial Association of Realtors: Million Dollar Sales Club in 2005, 2008, 2009 & 2015; Million Dollar Office Leasing Club in 2005, 2006, 2007, 2008, 2009 & 2011. NAI Global Elite: Top Performer by NAI Global based on production in 2008, 2010, 2011 & 2012. NAI Global Deal of the Year: Presented in 2011 to the Special Assets team for selling over \$600 million in notes for the year for a major NC bank. NAI Global Eagle Award: Presented to the firm in 2010 and 2011 in recognition of performance that best exemplified the "Right Stuff": a combination of leadership, capital and resources; commitment to quality; the desire and energy to grow; and share the NAI Global vision for excellence in commercial real estate services. CoStar Power Broker: Designated as a Power Broker by CoStar in 2004, 2005, 2006, 2007, 2008, 2009, 2011 & 2013. Mover & Shaker: Presented by Business Leader magazine in 2009 honoring rising leaders in the Triangle. Trailblazer Award: One of five awarded the Trailblazer Award in 2008 presented by Triangle Commercial Association of Realtors. Best Professional Commercial Real Estate Service Award: Presented in 2007 by Triangle Commercial Real Estate Women (TCREW).

## Educational Background

Awarded a degree in Business Administration from Appalachian State University, Boone, NC.

## Significant Transactions

Select Client List: • Campbell Law School • Progress/Duke Energy • FAISON Capital Advisors • Branch Banking & Trust (BB&T) • Wells Fargo • CBC America Corp. • Autism Society of North Carolina • Williams Realty & Building Corp. • Weston Parkway TIC Group • CIII Capital Partners • JPB Holdings • Select banks