



Tom Graf

Sales Associate

NAI FMA Realty*

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Scope of Responsibilities

A lifelong Lincolnite, Tom Graf is very knowledgeable of the community. Tom has focused primarily on office, retail and industrial tenant representation along with significant experience assisting owner-occupants and investor/owners in purchase and sale decisions. Clients range from national companies and regional organizations to emerging local firms. His broad background and knowledge of commercial real estate benefits both investors and clients by matching the best opportunities with their needs.

Background & Experience

Tom has been involved in the leasing and sale of property throughout Lincoln. Tom has represented local and national clients in office and retail sales and purchases, lease acquisitions, build-to-suits, and dispositions. He completed the largest investment transaction in the company's history in 2010 with the \$18 million sale of 118,000 square foot Farnam Tech Center in Omaha, Nebraska.

Tom has an outstanding history of working with out-of-state brokers to help satisfy the needs of their global clients in our local market. Examples of such assignments includes: Verizon Wireless, RBC Wealth Management, Black Box Network Services, IBM, Terminix, Capitol Bancorp., Progressive Casualty Insurance, and Nationwide. He has also represented some of the most recognized non-profit organizations in the state. Clients served include: Nebraska Advocacy Services, the Nebraska Community Foundation, the Nebraska Humanities Council and the Cooper Foundation.

Prior to joining NAI FMA Realty, Tom began his brokerage career at CB Richard Ellis/Mega in 2001. Before his career in commercial real estate, he worked in the educational field.

Current clients with on-going needs include: Nelnet and Ameritas Life Insurance Corp.

Professional Affiliations & Designations

Certified Commercial Investment Member (CCIM)
Winner of the CCIM Nebraska Chapter's "Biggest Deal of the Year", 2010
Friends of the Ross Board Member since 2009 and currently sits on the Executive Committee as Past President.

Educational Background

Bachelor Degree in Secondary Education, University of Nebraska-Lincoln

Significant Transactions

Landlord representative for Ameritas Life Insurance Corp.'s prestigious Wells Fargo Center, a 260,000 square foot Class A office building in downtown Lincoln.

Assists Nelnet, Inc. on their multi-market lease acquisitions and dispositions.

Represented Sioux City Trucking in site acquisition and worked closely with the Mayor's office to secure incentives to bring this user to the Lincoln community.