



John Griffing

Senior Broker Associate

NAI Pensacola

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Scope of Responsibilities

Industrial; Waterfront Industrial/Commercial; Lands -Timber, Farm, Recreational, Industrial Sales and Leasing of Commercial Properties. His primary focus is on industrial properties and large land tracts. John is recognized as a highly knowledgeable broker who is adept at the most complex of land valuations.

Background & Experience

Griffing owned, led, and managed a regional market-leading, globally-branded commercial real estate brokerage firm which he sold to his colleague in 2018. John has built his business core around valuing relationships with clients and colleagues alike. He has grown a large network of key market participants, real estate decision-makers located within core tenant organizations, investment sales, commercial brokers, and lenders. John has assembled multiple complex governmental properties that required a highly evolved analytical skill set and superior negotiation skills resulting in exceptional results for our region.

Professional Affiliations & Designations

- Counselors of Real Estate (CRE)
- Society of Industrial and Office Realtors (SIOR)
- Realtors' Land Institute--Accredited Land Consultant (ALC)

Educational Background

Master's and Bachelor's Degrees from the University of Southern Mississippi

Graduate of the Center for Creative Leadership, Greensboro, NC

Adjunct Faculty at the University of Southern Mississippi and Pensacola State College

Significant Transactions



Major Transactions Only (Partial list. A complete list can be provided upon request.)

Over \$73 million in land sales alone in the past ten years.

- Land Lease of 25-acre industrial waterfront property in Pensacola, FL (FL Drum Corporation)
- Disposition of 65,000 sf industrial complex in Pensacola, FL (FL Drum Corporation)
- Disposition of 25,000 sf industrial complex in Pensacola, FL (The First Bank)
- Disposition of 250-acre crop research complex in Molino, FL (Bayer Crop Science)
- Disposition of former wastewater treatment plant land in Pensacola, FL (Emerald Coast Utilities Authority (ECUA))
- Disposition of 17-acre commercial land tract (Crestview, FL)
- Disposition of 5.7-acre commercial land tract (Pensacola, FL)
- Disposition (Pending January 2021 Closing) 155-acre cattle farm (Molino, FL)