



Sam Hocker, CCIM, SIOR

Executive Vice President

NAI Robert Lynn

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Scope of Responsibilities

Sam Hocker is the Executive Vice President of the office division at NAI Robert Lynn. Mr. Hocker has extraordinary strength in tenant representation, emphasizing strategic lease negotiation and client-centric transaction structuring. Sam's professional experience includes successful, established relationships with major tenants and landlords throughout the Dallas/Fort Worth area. He is known for his diligence in the pursuit of his clients' goals. He maintains the designations of CCIM and SIOR.

Background & Experience

Sam has been in Dallas Commercial Real Estate since 1971. He has negotiated a high volume of leases in excess of 100,000 square feet while being responsible for a several well-known corporate relocations into the Dallas area, such as the 240,000 square-foot relocation of Blockbuster Video, Inc., which was awarded in 1996 the "Best Deal of the Year" by the Dallas Business Journal. Again in 2005, Sam was awarded the "Best Deal of the Year in Developed Real Estate" for the 750,000 square foot relocation of First American Corporation. Real Estate transactions participated in over his career are in excess of \$2.5 billion.

Professional Affiliations & Designations

North Texas Commercial Association of Realtors (NTCAR) Certified
Commercial Investment Member (CCIM) Society of Industrial and Office
Realtors (SIOR)

Educational Background

Trinity University Bachelor of Science Degree in Business Administration

Significant Transactions



Relocations/Consolidations: First American Corporation – 750,000 sf
Blockbuster Video – 240,000 sf Atmos Energy – 150,000 sf Caltex
Petroleum – 377,000 sf Pacific Enterprises Oil Company – 90,000 sf Energy
Companies: Mobil Oil – 150,000 sf Southern Union Gas – 80,000 sf Wiser
Oil – 20,000 sf Sabine Corporation – 80,000 sf Petrohawk Energy – 15,000
sf Brigham Oil & Gas – 20,000 sf Agency Leasing: 2001 Bryan Tower – 1.1
million sf 1200 Main – 420,000 sf Renaissance Tower – 1.6 million sf 1700
Pacific – 1.2 million sf Law Firms: Locke Purnell Rain Harrell – 220,000 sf
Cowles & Thompson – 80,000 sf Gwinn & Roby – 40,000 sf Diamond
McCarthy - 25,000 sf Hopkins & Sutter – 20,000 sf Fisher & Phillips –
15,000 sf Telecommunications: Verizon Wireless – 90,000 sf Verizon
Wireless NNOC – 25 ac. land purchase Qwest Communications – Cyber
Site - 140,000 sf Qwest Communications – Data Center – 30,000 sf Qwest
Communications – 20,000 sf Financial/Consulting: Principal Financial
Securities – 75,000 sf The Wyatt Company – 60,000 sf Citicorp - 25,000 sf
NBS Group-75,000 Insurance: Chubb & Sons – 60,000 sf Healthcare: Texas
Health Resources – various leases and purchases Children’s Medical of
Dallas – 10 ac. land purchase National Pathology Labs – 30,000 sf Major
Subleasing Assignment: Koch Industries – 130,000 sf Expert Witness:
Principal Mutual v. MCorp - Testimony for Principal on damages resulting
from MCorp’s default on a 1.2 million sf Master lease Building Sales: 411
North Akard – 300,000 sf Fidelity Union Complex – 750,000 sf Waterview
Tower – 250,000 sf Vickery Hill Tower – 250,000 sf JQ Engineering--30,000
(1031 Exchange)