



Thomas Lynn

Chairman

NAI Robert Lynn

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Scope of Responsibilities

Thomas T. Lynn, SIOR serves as Chairman of NAI Robert Lynn. Through his 37-year career in commercial real estate, Tom has personally negotiated well over 1000 transactions in more than 35 cities worldwide. Tom's transactions total more than 40 million square feet, representing Fortune 200 companies as well as local and regional firms. Tom is known for his expert handling of some of the largest, most complicated real estate assignments, including the biggest industrial design-build in Central Texas in 2016 (Sherwin-Williams-Waco, TX), one of the largest office leases in DFW in 2015 (GEICO HQ-Richardson, TX), and the largest (source-the Wall Street Journal) industrial deal in the United States in 2009 (Sherwin-Williams, Effingham, Ill.).

Formerly Owner/President/CEO of NAI Robert Lynn, Tom currently serves as Chairman of the 61 year old company founded by his father, the late Robert Lynn. Tom has held other leadership roles within the company including President of the Office Division (2009-2022), growing revenues 1000% during that leadership. From 2005-2010 Tom also served as NAI Business Director. Today, NAI Robert Lynn closes more than 1300 transactions annually, worth more than \$1.5 billion. Tom also supports NAI Robert Lynn team members company-wide, directs NAI Robert Lynn Principals meetings, and continually evaluates areas the company can better serve its clientele.

The scope of Tom's office, industrial, land and retail transaction capabilities range from leasing, acquisition, disposition, build-to-suit, sale/leaseback, and design build. In addition, he has extensive relocation expertise, and has been successful at obtaining above-market incentives for his clients. Tom is a recognized name in the DFW real estate market, is consistently recognized by local and industry publications, has been sourced for comment by The Wall Street Journal, New York Times and other publications, and is regularly asked to participate on industry networking panels.

Background & Experience

As a Dallas resident for his entire life, Tom is a passionate philanthropist who dedicates himself to the community.

- He served on the board of The Bridge North Texas, a homeless recovery center owned by the City of Dallas for 7 years, until 2020
- Is Founder of The Secret Angel, a local non-profit committed to assisting the less fortunate in South/West Dallas
- Serves on the board of Luke's FastBreaks, a 501c3 foundation related to pediatric cancer
- Active worshipper and volunteer at Highland Park United Methodist Church

Tom's greatest honor is the 36-year marriage to his wife Dawn. Together they have three, married adult children, who they talk to daily.

Professional Affiliations & Designations

Society of Industrial & Office Realtors (SIOR)- Since 1991

- Recognized as the youngest SIOR in the USA
- Past President of North Texas Chapter SIOR
- National Membership Director, SIOR

The North Texas Commercial Association of Realtors (NTCAR)- Since 1993

- Founding Member Board of Directors
- Past Treasurer
- Event Speaker

NAI Global -Since 2005 (300 offices, 6000 professionals worldwide)

- Chairmans Award- 2007, 2011
- Global Vision Award- 2007
- Elite Top Producer – 2008
- Global Leadership Team – 2005-2010
- "Deal of the Year" in 2010

AWARDS

- Awarded the National Association of Industrial and Office



Properties (NAIOP) |

Industrial Broker of the Year for 2007

- Dallas Business Journal

Named to prestigious "40 Under 40" list in 1994

- Wall Street Journal

"Largest Industrial Transaction in the US" in 2009

- NAI Robert Lynn "Top Producer"
- D CEO Magazine

Consistently recognized as "Power Player"

- CoStar Group

Recognized as "Power Broker"

- Dallas Business Journal

Consistently recognized as "Heavy Hitter"

- Dallas-Ft. Worth Real Estate Review Magazine

"#1 Largest Office Lease" Fall 2015

- D CEO Magazine

Largest Office lease in Dallas finalist, 2015

Significant Transactions

Tom's trustworthy, customer service-oriented and responsive performance has earned repeat business from national clients including:

- The Sherwin-Williams Company (200+ transactions over 33+ years)
- America's Auto Auction (12+ transactions)
- National Bankruptcy Services (9 transactions)
- Ingram Micro (4 transactions)
- International Paper Company
- Liquidity Services (6 transactions)