



James (Jim) Hancock

Senior Vice President - Capital Markets

NAI Robert Lynn

2142567167

2147075982

jhancock@nairl.com

Scope of Responsibilities

Jim specializes in the sale of industrial and office investment properties in the Dallas-Fort Worth area with a mission to achieve the highest value for his clients by leveraging his experience along with the firm's encyclopedic knowledge of each submarket.

Background & Experience

Jim is an experienced CRE investment, leasing, development, and asset management professional with a deep understanding of industrial and office assets across 18 U.S. markets with a proven track record exceeding \$1 billion in career volume. He is skilled in sourcing business opportunities, building and leading teams, and excelling in client relationship management. Jim is renowned within the brokerage community for market knowledge and a unique blend of salesmanship, deal-making, and analytic skills. He is proficient in financial modeling with Argus and Excel.

His prior experience includes development, representing institutional real estate owners in industrial portfolio leasing assignments, and representing national users in securing sites for lease, purchase and build-to-suit projects. In addition, he was Regional Property Manager for a national industrial REIT where he oversaw management and leasing, hired staff and implemented systems to increase portfolio occupancy to 96% in a difficult market.

Professional Affiliations & Designations

Jim is a licensed Texas Real Estate Broker, an active member of the North Texas Commercial Association of Realtors and North Texas CCIM where he has served on the board of directors. He also holds the Certified Commercial Investment Member designation from the CCIM Institute and the Certified Property Manager designation from the Institute of Real Estate Management.

Educational Background

BBA, Finance, Texas Tech University

Significant Transactions

- 3001 Gateway Dr, Irving, TX, Office Sale, 65,112 RSF
- 1309 Ridge Rd, Rockwall, TX, Office Sale, 25,956 RSF
- Flex Portfolio, San Antonio/Houston, TX, Industrial Sale, 314,000 RSF
- 4884 Duncanville Rd, Dallas, TX, Industrial Sale, 173,175 RSF
- 11363 Denton Dr, Dallas, TX, Industrial Sale, 80,652 RSF
- University Bus Park 1&2, San Antonio, Industrial Sale, 190,762 RSF
- 5200 E Grand Avenue, Dallas, TX, Refi Consulting, 1,200,000 RSF
- 1655 Waters Ridge Dr, Lewisville, TX, Industrial BTS Lease, 367,744 RSF
- Village at Eldorado, Little Elm, TX, Retail Sale, 59,820 RSF
- 750 N Lallendorf Rd, Oregon, OH, Industrial Lease, 150,000 RSF
- Route 94, Chester Township, NY, Industrial BTS Lease, 108,000 RSF
- Valley Center, Irving, TX, Office Sale, 77,686 RSF
- 500 W Bethany Dr, Allen, TX, Industrial Sale, 84,936 RSF
- Marquis Distribution Center, Garland, TX, Industrial Sale, 153,000 RSF
- 1110 Northpointe Dr, Coppell, TX, Industrial Lease, 310,000 RSF
- 1990 Lakepointe Dr, Lewisville, TX, Industrial Sale, 391,000 RSF
- Atrium at Flower Mound, Flower Mound, TX, Office Sale, 90,412 RSF
- 750 N Lallendorf Rd, Oregon, OH, Industrial Sale, 150,000 RSF
- 1200 S Sherman St, Dallas, TX, Industrial Sale, 73,646 RSF
- 100 S Royal Ln, Coppell, TX, Industrial Sale, 166,704 RSF
- Jupiter Tech Center, Garland, TX, Industrial Sale, 133,641 RSF
- 520 N Wildwood Rd, Irving, TX, Industrial Sale, 269,768 RSF
- 3000 W Story Rd, Irving, TX, Industrial Sale, 65,500 RSF
- Business Depot, Ogden, UT, Industrial Lease, 220,000 RSF
- 4240 International Parkway, Carrollton, TX, Industrial Lease, 60,710 RSF
- Jupiter Commerce Center, Dallas, TX, Industrial Sale, 83,200 RSF
- 360 Cedar Hill St, Marlborough, MA, Industrial Lease, 79,483 RSF
- 2055 Valley View Ln, Farmers Branch, TX, Industrial Lease, 255,420 RSF
- 13139 Leffingwell Rd, Santa Fe Springs, CA, Industrial Lease, 82,080 RSF
- 420 Industrial Dr, Livingston, CA, Industrial BTS Lease, 48,000 RSF
- 10551 Miller Rd, Dallas, TX, Industrial Sale, 47,861 RSF
- Boomer Circle, Dallas, TX, Industrial Sale, 60,000 RSF