

**John J. Koch II**

Associate

NAI James E. Hanson

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## Background & Experience

LJ Koch ('John J Koch II') joined NAI James E. Hanson in November of 2017 and works out of the Parsippany office teamed with Senior Vice President and SIOR, Barry Cohorsky. LJ and Barry have built a reputation in the market as a reliable, cohesive pair. Focused efforts for the team is the industrial market of Northern NJ. LJ is responsible for all aspects of the brokerage business; fiduciary representation for his clients and customers, and handling activities including leasing, valuation, relationship building, and consultation. Along with the day-to-day operations of brokerage, LJ practices tirelessly the representation of the firm's and his own clients conducting acquisitions and dispositions of commercial real estate.

LJ's experience includes 6-plus years as an Industrial Real Estate specialist in North Jersey, and a decade of sales experience in other trades. LJ was noted for many successful transactions and assignments. His current and prior concentration has been on various aspects of business; industrial and retail sales, leasing, and investment sales. He also has extensive experience in land development deals and has been tasked with procuring sites, valuating, and overseeing approvals and zoning for ground-up land developments and redevelopments.

LJ comes to the firm with a natural talent for generating new business activities through canvassing and networking efforts on behalf of his team, while also maintaining disciplined representation for varying clients and customers. LJ will continue to grow the extensive database of contacts and relationships he and his team possesses.

LJ is also a single family residential developer and novice Landlord in the Passaic County area, where he is rebuilding and leasing dilapidated properties. Lastly, LJ oversees as entrepreneur and owner, the successful catering and food truck business known throughout NJ and NY as "Luc's Fajita Hut".

## Professional Affiliations & Designations

- North Jersey Association of Realtors (NCJAR)
- National Association of Realtors (NAR)
- Morris County Chamber of Commerce
- Greenwood Lake Chamber of Commerce
- National Association of Industrial & Office Parks (NAIOP)
- The Industrial and Office Real Estate Brokers Association (IOREBA)

### Educational Background

- Weichert Real Estate School
- Landmark Communication Education
- Landmark Forum and Landmark Advanced Course

### Significant Transactions

**Sold**

- 67,434 SF industrial, Parsippany, NJ
- 55,315 SF industrial, Linden, NJ
- 18,000 SF retail/office, Boonton, NJ
- 9,600 SF industrial, Hillside, NJ
- 4,000 SF retail, Ledgewood, NJ
- 3,400 SF retail, Bloomingdale, NJ

**Leased**

- 119,000 SF industrial, Hackettstown, NJ
- 46,130 SF industrial, Newark, NJ
- 41,377 SF industrial, Elizabeth, NJ
- 39,000 SF industrial, Hackettstown, NJ
- 28,900 SF industrial, Elizabeth, NJ
- 24,000 SF industrial, Rockaway, NJ
- 23,875 SF industrial, Fairfield, NJ
- 10,500 SF industrial, Jersey City, NJ
- 7,000 SF industrial, Moonachie, NJ
- 6,000 SF retail, Vernon, NJ
- 4,000 SF medical, Newton, NJ
- 3,000 SF retail, Vernon, NJ
- 2,600 SF retail, Morristown, NJ