

NAI James E. Hanson
COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE



About Us

NAI James E. Hanson is committed to providing the highest quality commercial real estate services in New Jersey and Southern New York, and has been since it was founded in 1955.

We primarily cover Northern New Jersey and Southern New York, but have expanded our coverage into the counties of Somerset, Hunterdon and Sussex, as well as eastern Pennsylvania.



Our staff 70+ includes:

- 10** SIOR designees (highest in NJ)
- 3** CCIM designees
- 3** MSRE designees (NYU graduates)

Our services include:

- | | |
|---------------------|-----------------------|
| Brokerage Services | Logistics |
| Corporate Services | Tenant Representation |
| Property Management | Financing |
| Investment Services | Property Valuations |
| Government Services | |

“The Hanson Team did a remarkable job of marketing this product to the right target market and I will continue to work with them on future projects.”

- Blake Chroman
Senior Vice President
Sitex Group LLC

Our Services

Brokerage Services

Our Brokerage Services provide our clients with a TEAM of associates who have expertise in all types of industrial, office, land, retail and investment transactions. We offer a comprehensive range of services to assist tenants, landlords and investors through every phase of the leasing, sale and acquisition of commercial real estate.

Corporate Services

We have the experience and resources to provide our clients with multi-market assignments that include space planning, lease review, occupancy cost analysis as well as all aspects of the subleasing process. We can also provide on-going services such as proposal solicitations, facility management and renegotiations as necessary.



Property Management

NAI Hanson Management manages space throughout New Jersey, Rockland and Orange Counties in New York, Pennsylvania and Maryland. These properties include office, industrial/warehouse and retail holdings.



Government Services

The NAI James E. Hanson Government Services Group was created to professionally manage and improve all of the real estate functions needed to operate government facilities. NAI James E. Hanson is one of the few real estate firms in New Jersey that has a dedicated Government Services Group.

“If you are not utilizing NAI Hanson and their comprehensive services, you do not know what you are missing.”

- Brian Winkler
Real Estate Manager
BP

Our Services

Investment Services

We represent buyer and/or sellers in transactions of income producing properties. We also help facilitate 1031 exchanges.



Logistics

We focus on the supply chain/logistics elements that dictate and justify site selection including rail, domestic, intermodal, inland ports, truckload and foreign trade zones. We are equipped to negotiate the most favorable economic terms in the most expedient manner including tax and labor incentives.

Tenant Representation

Our tenant representatives have the expertise to assist our clients with renewals, expansions, relocations, subleasing, buy-out and dispositions/acquisitions. Services include: lease review and advisement, market analysis, site selection and building comparisons, business and lease negotiations, tax incentive identification, lease financial analysis and build-to-suit oversight services.

Financing

Our Finance Team has the expertise to assist clients with all types of commercial property loans including permanent (long-term) or temporary (bridge or construction) loans, fixed or variable rate financing, business loans, re-financing or restructuring of existing loans. Because we are not mortgage brokers nor bankers, we have access to a complete range of small business, middle market and commercial real estate financing sources.



“ Since NAI Hanson Management took over the Meadowlands portfolio, it has gone from one of the most challenging properties to one of the most smoothly and efficiently run properties. ”

- Christopher Martin
Assistant Divisional Controller

Our Clients

We don't just work on transactions...we develop relationships and our clients are our most valuable asset. Below is just a sampling of the clients we've had the pleasure of working with.



“No one expected the quantity of excellent opportunities you have continually brought to the table for us, and you have certainly earned the respect of our organization.”

- Gary Lippert, CLS, CPA
Vice President
Wells Fargo

Memberships & Awards



Memberships

NAI Hanson and its associates are member of several dozen organizations and are deeply involved in the communities that we serve.



The logos on this page are just several of the organizations we belong to, which also include: IOREBA • CIPS • FIABCI • NAR • NJAR • NACORE • IWLA • REIA • Liberty Board of Realtors • NJ Banker's Association • New Jersey Technology Council • Commerce and Industry Association of New Jersey • Bergen County 200 Club • Rotary International (Paramus Club)



Chambers of Commerce: Clifton • Hackensack • Hudson County • Paramus Regional Mahwah Regional • Meadowlands Regional • Morris County • North Jersey



Awards

While our service and leadership have been recognized with many awards and accolades, what we find most rewarding comes in the form of the much-appreciated respect we receive from clients and peers alike.



NAI Global

- 2012 Eagle award for US Major Market
- 2009 Lifetime Achievement Award (P. Hanson)
- 2004 Member of the Year, Northeast Region
- 2000, 1996 Member of the Year
- 2000, 1996, 1994, 1997 Eagle Award, Northeast Region
- 1987 Networking Award



Top Leasing Firm
2005-2016



NAIOP

- 2010 Lifetime Achievement Award (Peter Hanson)
- 2010 Finalist for "Deal of the Year Award"

Top Sales Firm
2016, 2015, 2013,
2012, 2011, 2010,
2009, 2006, 2005



SIOR

- 2016 Transaction Award
- 2016 Creative Award
- 2016 Cooperating Award
- 2016 Special Lifetime Member (Peter Hanson)



About NAI Global

NAI Hanson is part of NAI Global

NAI Global is the premier network of independent commercial real estate firms and one of the largest commercial real estate service providers worldwide. NAI Global manages a network of 7,000 professionals and 400 offices in 55 countries throughout the world. NAI professionals work together with our Global management team to help our clients strategically optimize their real estate assets. NAI offices around the world recently completed transactions worth over \$45 billion. They also manage over 380 million square feet of commercial space.

NAI Global has received top industry rankings in the past five years:

#1 Global CRE Provider (Based on coverage by # of offices)

#1 Network (Based on performance – Watkins and CRE Service Providers Survey)

#1 Global Broker of the Year (Private Equity Real Estate Magazine)

#1 Instructor of the Year SIOR

#1 Network (Based on transaction volume)

#3 Brokerage Organization (Based on RE Forum's Forum 100)

Top Tier Brokerage Organization (National Real Estate Investor)

Top Tier Real Estate Brand (Lipsey Ranking of Top Brands)

Top 10 Property Managers (National Real Estate Investor)





To learn more about our
services, please contact:

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