NAI James E. Hanson
COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

Professional Profile

William C. Hanson, SIOR
President
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Career Summary

A veteran of the commercial real estate industry, Bill's career spans more than 30 years, gaining him hands on experience in nearly every facet of the business including sales, leasing, investment strategies, property management and ownership. In 1993, Bill assumed the role of President of NAI James E. Hanson, building on his exceptional depth of industry knowledge and pairing it with his natural leadership style to set a path of unprecedented growth for the company.

Under Bill's leadership and management, NAI James E. Hanson has grown to include over 70+ employees in two offices with a reputation of attracting and retaining some of the best in their field. Firm revenues have grown five-fold and the number of agents has tripled. Due to Bill's fortitude NAI James E. Hanson has grown into one of the leading New Jersey based full-service independent commercial real estate firm completing over $557MM in transaction values and 237 transactions in 2019 and managing 7MM square feet of commercial real estate space.

Education

- Colgate University - Bachelors of Art in Economics

Professional Affiliations and Designations

Bill's expertise in the field has allowed him to serve in leadership roles on the boards of several real estate organizations. Bill is also committed to serving his local community, volunteering to serve in a leadership capacity on numerous organizations including:

Society of Industrial and Office Realtors (SIOR) - Foundation Board (2019-Present)
- NJ Chapter President (2003)

Commerce and Industry - Chairman (2020)

Meadowlands Chamber of Commerce 2040 Foundation – Vice Chairman

Boy Scouts of America - Board of Directors (1998 - Present)
- VP of Administration (2000 - 2003)

Hackensack University Medical Center Foundation Board (since 2002)

West Bergen Mental Health (2009 - 2018)

NAI Global Leadership Board Chairman (2009)

Foundation for Free Enterprise - Current Board Member. Past Chairman

Current Member of:

- IOREBA (Industrial & Office Real Estate Brokers Association)
- ICSC (International Council of Shopping Centers)
- NAIOP (National Association of Industrial and Office Properties Board Member)
- ULI (Urban Land Institute)
- ARC of Bergen and Passaic Foundation