NAI James E. Hanson
COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

KIM **KRETOWICZ**



Kim Kretowicz
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Healthcare Real Estate

Kim Kretowicz leads the Healthcare Real Estate Division at NAI James E. Hanson. A 2026 GlobeSt. Influencer in Healthcare Real Estate and member of the NAI Global Healthcare Advisory Group, she advises health systems, physician groups, institutional investors, private equity, family offices, developers, and REITs on medical outpatient investment sales and physician sale-leasebacks, drawing on a national network of healthcare capital.

In agency leasing, Kim positions medical outpatient properties to attract physician practices, ambulatory surgery centers, imaging providers, and health systems, driving long-term occupancy and asset value.

In tenant representation, she guides healthcare providers through site selection, lease negotiation, renewals, and expansions, aligning real estate with clinical and growth strategy.

Representative Clients

- Health systems and hospital operators
- Physician specialty groups
- Institutional investors and REITs
- Family offices and international investors
- Private equity groups and healthcare developers

Areas of Expertise

- Healthcare Investment Sales
- Physician Sale-Leaseback Structuring
- Agency Leasing & Asset Positioning
- Tenant Representation & Site Selection
- Strategic Healthcare Real Estate Advisory

Industry Leadership

- 2026 GlobeSt. Influencer in Healthcare Real Estate
- Named to Kayo's Top 24 in '24: Leading Women in Real Estate Private Equity
- Designated Member, NAI Global Healthcare Advisory Group
- Speaker at BOMA International, GlobeSt. Real Estate Forum, and Mid Atlantic Real Estate Journal conferences
- Guest Speaker, Hall Render Health Care Real Estate Advisor Podcast

Community Impact

Kim partnered with Mercy Center in Asbury Park on the sale of its Main Street campus, supporting the organization's capital campaign to bring its community programs together under one roof.

Professional Affiliations

- Member, CREDA (Commercial Real Estate Development Association, formerly NAIOP)
- Member, Women in Healthcare