



**Kenneth D. Lundberg,**  
**SIOR**

Senior Vice President  
NAI James E. Hanson  
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## Career Summary

Ken has been actively representing Corporate America in both the acquisition and disposition of industrial and office properties since 1982, exclusively with NAI James E. Hanson.

His ability to understand the needs of his corporate clients has resulted in his being retained to handle their affairs on numerous occasions including: Melissa and Doug, LLC, Advance Circulation Services, Graybar Corp., Con-Way Logistics, Life Time Fitness and others.

In addition to his brokerage experience, he has worked as a fee-based consultant for the Lincoln-Mercury division of the Ford Motor Company, Best Foods, and the Bank of New York.

His expertise is demonstrated by his facilitation of a smooth transaction from inception to completion. Ken's ability to offer a wide range of professional services to his clients is enhanced by a continuous commitment to education. His in-depth market knowledge, integrity and exceptional aptitude for developing relationships with his clients are the reasons they continue to engage his services. In addition, having a strong background in the financial analysis of a transaction was an essential element in his involvement in the \$105,000,000 UPREIT sale of a 1,700,000 square foot industrial portfolio to First Industrial Realty Trust, a Chicago based REIT.

## Education

State University of New York, Oswego, NY

## Professional Affiliations

SIOR member since 2000, past President, NJ chapter

Former Vice Chair of the NAI Northeast Regional Industrial Group

Northeast Regional Director of NAI Logistics, a national specialty practice group of NAI Global  
NAIOP - National Association of Industrial and Office Properties

IOREBA - Industrial & Office Real Estate Brokers Association. Past President and current  
Executive Council Member

Commerce and Industry Association

Mahwah Chamber of Commerce

Licensed and active in New Jersey and Southern New York

Real Share NJ frequent moderator/panelist

NJPA Real Estate Journal frequent writer/columnist

Chair of annual Three Rivers District Boy Scout golf outing

CoStar Power Broker of the Year - Multiple time Recipient

Recognized by Real Estate New Jersey as a "Commercial Broker All Star"

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## Professional Affiliations Continued

RE Forum Magazine listed in national trade magazine as one of the Superstar Brokers of the Year - 1997

Voted Industrial Real Estate Rockstar by The News Funnel

2018 SIOR Award, "Largest Cooperative Award for NJ", for 354,250 sf lease to 4PX at 1000 High Street in Perth Amboy, NJ

## Significant Transactions

### SOLD

- 1,700,000 SF First Industrial Portfolio
- 240,000 SF Ross Industries, Clifton, NJ
- 230,000 SF Gannett Corporate Headquarters, Harrison, NY
- 180,000 SF 5 Buildings - Sale/Lease, Mahwah, NJ
- 129,300 SF Former BMW Warehouse, Montvale, NJ
- 119,264 SF Dimensional Communications, Mahwah, NJ
- 108,237 SF Ivy Real Estate, Mahwah, NJ
- 96,500 SF Building on 20 Acres, Harriman, NY
- 85,211 SF Sale/Lease, Northvale, NJ
- 83 Acres - 500,000 SF to be built, Goshen, NY
- 33 Acres SK Properties, Florham Park, NJ
- 19.5 Acres Copart of Connecticut, Staten Island, NY

### LEASED

- 1,008,725 SF Pension Fund Portfolio:  
65 Lease Transactions Totaling Over 889,660 SF in 18 Buildings
- 700,000 SF Melissa and Doug, Multiple Transactions
- 466,000 SF Con-Way Integrated Services, Multiple Leases
- 436,000 SF Graybar Corporation, Multiple Leases
- 396,000 SF Dynamic Marketing, Inc. Hamilton Township, NJ
- 354,250 SF 4PX Express, Perth Amboy, NJ
- 271,176 SF Sitex Group, Mahwah, NJ
- 259,369 SF Iberia Foods, Monroe, NJ
- 182,712 SF CenterPoint, Newark, NJ
- 165,090 SF Dynamic International, North Bergen, NJ
- 111,063 SF Graze.com, Jersey City, NJ
- 98,500 SF Principal Financial, Multiple Office Leases
- 32,000 SF Murray Hill Parkway, East Rutherford, NJ
- 16 Acres Long Term Land Lease, Berkeley Heights, NJ
- 8.5 Acres (15 Year) Ground Lease, Kearny, NJ
- Haband Corporate Headquarters, Mahwah, NJ