

NAI James E. Hanson

COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE



About Us

Since 1955, NAI James E. Hanson has been committed to providing the highest quality commercial real estate services in Northern New Jersey, Southern New York, and Eastern Pennsylvania.

OUR SERVICES

- Brokerage Services
- Corporate Services
- Property Management
- Investment Services
- Healthcare
- Logistics
- Tenant Representation
- Cold Storage
- Financing
- Property Valuations

Our Staff of 80+ includes:

13 SIOR designees
highest in New Jersey

5 CCIM designees



In 2018, NAI Hanson moved their headquarters to Teterboro after residing in Hackensack for over 40 years. Their roots in Teterboro go back to the 1950's when James E. Hanson helped develop the Teterboro Industrial Park.

Our Services

BROKERAGE SERVICES

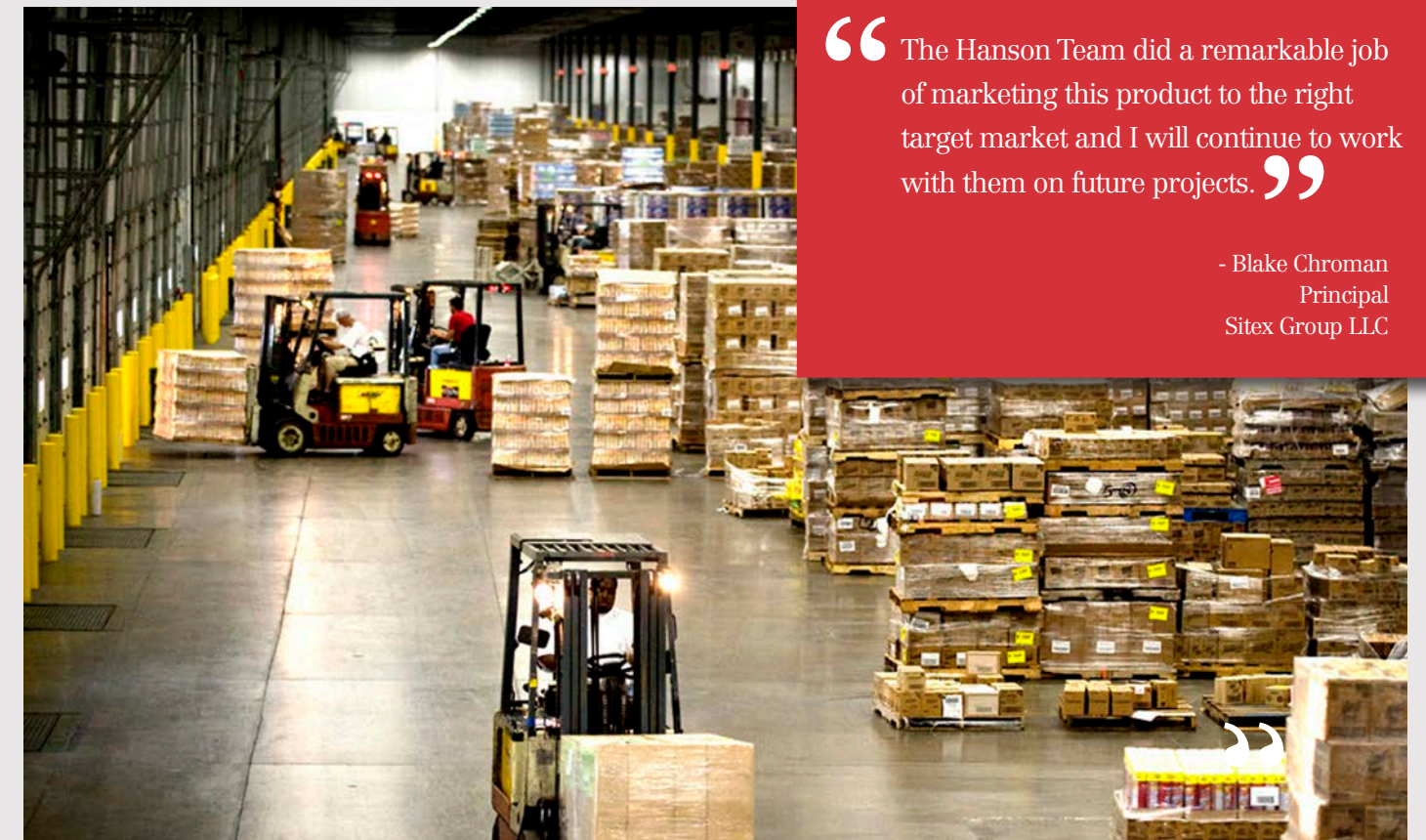
Our Brokerage Services provide our clients with a TEAM of associates who have expertise in all types of industrial, office, land, retail, multi-family and investment transactions. We offer a comprehensive range of services to assist tenants, landlords and investors through every phase of the leasing,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

PROPERTY MANAGEMENT

NAI Hanson Management manages over 7MM square feet of space throughout New Jersey, Rockland and Orange Counties in New York, Pennsylvania and Maryland. These properties include office, industrial/warehouse and retail holdings.

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.



“ 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
Principal
Sitex Group LLC

Our Services

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

- L&B Realty

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.

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.

HEALTHCARE SERVICES

Healthcare services have different needs than your typical office brokerage services. NAI Hanson has a dedicated healthcare team that offers, in addition to the standard office brokerage services, the following:

- Healthcare compliance
- Synergies locating among other healthcare professionals within medical office buildings
- Practice groups acquired by NJ healthcare systems
- Healthcare practice valuation
- Assisting office managers with relocation services
- Start-up medical practice group
- Expansion into new territories/markets
- Ambulatory surgery centers
- Treatment centers & hospitals

CAPITAL MARKETS

NAI Hanson's Capital Markets Group is a provider of debt capital to prominent real estate owners and developers of all major asset classes. We provide a full range of real estate services including investment sales, asset management, valuation, mortgage and entity level financing, due diligence and consulting.

We represent buyers and/or sellers in transactions of income producing properties. We also help facilitate 1031 exchanges and have a good understanding of the entire mortgage process, lending pools and treasury trends. We work with our clients to provide them with the best recommendations for their specific financial situation.

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.

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.



“This deal had more ups-downs-twists-turns than the Coney Island Cyclone but you “held on” and “stayed seated.” You are a credit to the Hanson organization.”

- Jerry Barta
Sanzari Enterprises



Memberships

MEMBERSHIPS

NAI Hanson and its associates are members 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
- CORENET
- IWLA
- REIA
- IARW
- RICS
- Liberty Board of Realtors
- NJ Banker's Association
- Commerce & Industry Association of NJ

As well as Chambers of Commerce...

- Clifton
- Hackensack
- Morris County
- Mahwah Regional
- Meadowlands Regional



Awards

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

- 2024 Top Producers (3 associates)
- 2023 Top 10 Producers
- 2012 Eagle Award for US Major Market
- 2009 Lifetime Achievement Award (P. Hanson)
- 2004 Member of the Year NE Region
- 2000 & 1996 Member of the Year
- 2000, 1996, 1994 & 1997 Eagle Award NE Region
- 1987 Networking Award

NAIOP

- 2024 Legacy Award (W. Hanson)
- 2022 Hall of Fame (S. Perkins)
- 2016 Pillar Award (W. Hanson)
- 2010 Lifetime Achievement Award (P. Hanson)
- 2010 Finalist for "Deal of the Year Award"

SIOR

- 2024 Top Transaction of the Year (S. Perkins, C. Todd)
- 2020 Lifetime Achievement Award (P. Hanson)
- 2018 Cooperative Award
- 2017 SIOR Torch Award (P. Hanson)
- 2016 Transaction Award
- 2016 Creative Award
- 2016 Cooperating Award
- 2016 Special Lifetime Member (P. Hanson)

CoStar POWERBROKER

- Top Leasing Firm
- 2005-2025 (21x)
- Top Sales Firm (17x)
- 2020-2025, 2015-2018, 2009-2013, 2005-2006

NJBIZ

- 2024 Family -Owned Business of the Year
- 2024 CRE Power 50 List (W. Hanson)
- 2023 & 2025 Best Place to Work

ROI

- 2026 ROI - Influencers (W. Hanson)
- 2025 ROI - Influencers (W. Hanson)
- 2024 ROI - Influencers (W. Hanson)
- 2023 ROI - Influencers (W. Hanson)
- 2022 ROI - Influencers (W. Hanson)

About 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 **5,800** professionals and **325+** offices in **65+** 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 **\$20 billion**. They also manage over **1.1 billion** square feet of commercial space.

NAI Hanson is part of NAI Global



Our global network includes:

325+ offices

5,800+ professionals

200+ marketing professionals

#2 ranked on total CCIM's & SIOR's

40+ years in business

250+ CoStar Power Brokers

“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



1962- Building the Englewood post office, where it stands today. Peter O. Hanson, standing on far left.

To learn more about our services, please contact William C. Hanson, SIOR
at 201-488-5800 x145 or email whanson@naihanson.com