



Russell Smith

Analyst / Associate
Institutional Services Group
Capital Markets & Leasing
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Career Summary

Russell joined NAI James E. Hanson in 2025 and is an Analyst with the Institutional Services Group, focused on capital markets and leasing across industrial assets. Involved in underwriting, valuation, and market analysis, while also supporting brokerage and transaction execution across Northern New Jersey.

Education

High Point University - M.A., Communication & Business Leadership
High Point University - B.S.B.A., Finance (Minor: Accounting)

Professional Affiliations and Designations

- NJ Licensed Real Estate Salesperson
- Wall Street Prep - Real Estate Modeling Certification

Significant Transactions

SOLD

- 30,300 SF - 178 Commerce Road, Carlstadt, NJ

LEASED

- 17,534 SF on 9.75 AC - 402 County Road, Phillipsburg, NJ
- 18.00 AC - 449 N. Fairville Avenue, Harrisburg, PA