



**Michael G. Walters, SIOR**  
Executive Managing Director  
Corporate Services  
NAI James E. Hanson  
o 201 488 5800 x143  
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## Career Summary

As founding member of the Corporate Services Group at NAI James E. Hanson, Michael Walters has been actively involved with managing multi-market national real estate assignments since 1986. Michael directed the corporate real estate activity for numerous clients encompassing retail, industrial, cold storage & warehousing, and office transactions.

Michael's expertise and knowledge of multinational real estate trends and market knowledge have made him a favorite of real estate managers, directors and organizations on a dramatic growth curve as well as corporations who are redirecting real estate assets on a national scale.

Michael has actively worked the top 100 markets in the United States and North America and in doing so, has cemented long term relationships with the top brokers in each respective market.

## Education

Hope College, BA in Business Administration, Holland, MI

## Professional Affiliations

IARW Member (International Association of Refrigerated Warehouses) in Association with Global Cold Chain Alliance.

NACORE - National Association of Corporate Real Estate Executives Active Member - 1994

Real Estate Executives Active Member - 1994

SIOR - Society of Industrial and Office Realtors - 1996

Frontenac Co-op Board - Past President

Allendale Planning Board - 2012-2016

Top Office Leasing Broker - 2013, 2016

Salesperson of the Year 5 times (Most recent 2015)

NAI Global Chairman Award 3 times

Awarded NAI Global Fitzgerald Award

Member & Top Performer of NAI's Global prestigious Gold Club - Awarded Every Year Since 1987.

Salesman of the Quarter, Q4 in 2015

Salesman of the Year in 2015

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## Clients

- Herman Miller
- Wells Fargo
- Diapers.com
- HelloFresh
- Sanyo Logistics
- Cerberus

## Significant Transactions

### SOLD

- \$57.4 Million of Investment Sales with 252,000 SF Retail, Paramus, NJ
- \$23.5 Million, Carlisle, PA
- 20 Acres of Land for NJMG, Hackensack, NJ
- 1 Acres of Land, 375 Main Street, Hackensack, NJ
- .23 Acres of Land, 359 Main Street, Hackensack, NJ
- 156,627 SF Industrial for Robert Michael Associates, Wayne, NJ

### LEASED

- \$55 Million for Hello Fresh
- 678,000 SF Multi-Market for Regulus Group LLC
- 352,000 SF Industrial for HelloFresh, 60 Lister Ave., Newark, NJ
- 324,026 SF Industrial for IMB, 180 Kost Rd., Carlisle, PA
- 112,000 SF Industrial, 230 West Crescent Ave., Allendale, NJ
- 108,000 SF Industrial, 16 McKee Dr., Mahwah, NJ
- 57,000 SF Retail for PGA Superstore, Paramus, NJ
- \$28 Million for Bergen County Board of Social Services, NJ