



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.

Michael G. Walters, SIOR
Executive Managing Director
Corporate Services
NAI James E. Hanson
o 201 488 5800 x143
mwalters@naihanson.com

Education

Hope College, BA in Business Administration, Holland, MI

Professional Affiliations

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
Salesperson of the Year several times
NAI Global Chairman Award 3 times
Awarded NAI Global Fitzgerald Award
Member & Top Performer of NAI's Global prestigious Gold Club
Transaction of the Year in 2022

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Clients

- Herman Miller
- Wells Fargo Bank
- Diapers.com
- HelloFresh
- Sanyo Logistics
- Wonder Food Group
- Petro Choice

Significant Transactions

SOLD

- \$57.4 Million of Investment Sales with 252,000 SF Retail, Paramus, NJ
- \$23.5 Million, Carlisle, PA
- 21 Acres of Land for North Jersey Media Group, Hackensack, NJ
- 156,627 SF Industrial for Robert Michael Associates, Wayne, NJ
- \$8.7 Million of Industrial, Fairfield, NJ
- \$8.8 Million, Refrigeration Building Sale, Dallas, TX

LEASED

- \$55 Million for Hello Fresh | 7 Transactions
- 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 Geodis, 180 Kost Rd., Carlisle, PA
- 112,000 SF Industrial, 230 West Crescent Ave., Allendale, NJ
- 108,103 SF Industrial to Wonder, 16 McKee Dr., Mahwah, NJ
- 108,103 SF Industrial to Rivian, 16 McKee Dr., Mahwah, NJ
- 57,000 SF Retail for PGA Superstore, Paramus, NJ
- \$28 Million for Bergen County Board of Social Services, NJ