



### **JAMES J. ARKET, CCIM**

Senior Vice President, Office Building Leasing & Sales  
Grubb & Ellis, Houston



#### **CAREER SUMMARY**

Jim Arket is the senior broker of office building representation for the Grubb & Ellis Company. Jim has over 27 years of real estate experience in negotiating major office building lease, purchase and sale, and build-to-suit transactions. His prior business experience includes the responsibility for contract negotiations with federal, state and local government accounts with IBM Corporation, as well as managing a distribution and manufacturing operation in Houston. His early real estate background began with a partnership which developed and managed income-producing properties in Houston. Jim joined The Horne Company Realtors, a major Houston real estate firm in 1979. The firm exclusively marketed premier office development projects by Prudential. He was responsible for the project management and leasing of the highly successful Brookhollow Central Complex, an 800,000 square foot multi-building office project then being developed by Prudential at Loop 610 and Hwy 290 in Houston.

Jim formed James Arket & Company in 1990 and has dedicated his career exclusively to office client representation services, closing transactions in excess of \$800,000,000 of total aggregate lease and sale values. He has developed a significant Fortune 500 as well as privately held corporate client base nationwide, including such firms as Verizon Wireless Corporation, Dominion Exploration and Production, International Paper Company and Sun Life of Canada. In 1998, he merged his firm with Grubb & Ellis in order to provide his clients the benefit of access to the company's national and global platform of over 8,000 employees in every major U. S. city and 30 countries.

#### **EXPERIENCE**

Jim has distinguished himself among his peers by finding creative solutions to complex real estate transactions. He has considerable experience in negotiating large corporate consolidations, relocations and dispositions. He negotiated the national consolidation and relocation of Verizon Wireless' 256,000 square foot administrative and call-center operations, and the consolidation in Houston of the Noble Energy corporate offices in North Houston. This included the subsequent sale of Noble's multiple owned properties, for a combined transaction involving 320,000 square feet of space.

# Professional Profile



## **JAMES J. ARKET, CCIM (CONTINUED)**

Jim is a consistent Top 10 producer in Texas as well as being recognized as a Top 20 producer nationally for Grubb & Ellis. He is a member of the firm's National Circle of Excellence, and achieved the Certified Commercial Investment Member designation (CCIM), which has been earned by only one percent of all commercial real estate professionals. This also provides Jim access to the highly qualified International CCIM Network. Additionally, he continues to take a leadership role in numerous community projects and organizations throughout his career.

### **EDUCATION**

- University of Texas at El Paso, BBA
- Certified Commercial Investment Member (CCIM) – Professional Designation

### **PROFESSIONAL AFFILIATIONS**

- National Association of Realtors (NAR)
- Houston Office Leasing Brokers Association (HOLBA)
- Certified Commercial Investment Member Designation (CCIM)

### **COMMUNITY ACTIVITIES**

- Division Chairman, Sam Houston Area Council, Boy Scouts of America
- Board of Directors, Gabriel's Gifts Children's Organization
- Past President and Board of Directors of the Rotary Club of River Oaks
- Past President of the 500 Limited Club of Houston, a charity organization
- Past Chairman and Board of Directors, True Blue Classic Charity Golf Tournament



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## **WHAT IS A CCIM?**

A Certified Commercial Investment Member (CCIM) is a recognized expert in commercial and investment real estate. A CCIM is an invaluable resource to the commercial real estate owner, investor and user, and is among an elite corps of commercial professionals across North America, Europe, Asia and the Caribbean who hold the CCIM designation – the “Ph.D. of commercial real estate.”

Recognized for its preeminence within the industry, the CCIM curriculum represents the core knowledge expected of commercial investment practitioners, regardless of the diversity of specializations within the industry. The CCIM curriculum consists of four core courses that incorporate the essential CCIM skill sets: financial analysis, market analysis, lease analysis and investment analysis for commercial real estate. Additional curriculum requirements are completed through CCIM advanced courses. Following the course work, candidates must submit a resume of closed transactions and/or consultations showing a depth of experience in the commercial-investment field. After fulfilling these requirements, candidates must successfully complete a comprehensive examination to earn the CCIM designation. This designation process ensures that CCIMs are proficient not only in theory, but also in practice.

With such a wide range of subjects to be mastered and in a dynamic business such as commercial real estate, the educational process doesn't end once the designation is earned; there is a strong commitment among CCIMs to continuing education.

Less than one percent of worldwide commercial real estate practitioners hold the CCIM designation, which reflects not only the caliber of the program, but why it is one of the most coveted and respected designations in the industry. The CCIM membership network mirrors the increasingly changing nature of the industry and includes brokers, leasing professionals, investment counselors, asset managers, appraisers, corporate real estate executives, property managers, developers, institutional investors, commercial lenders, attorneys, bankers and other allied professionals. Through this business network, and through enhanced communication with the CCIM electronic network, CCIMs successfully complete approximately 60,000 transactions annually, representing over \$60 billion.

Conferred by the Commercial Investment Real Estate Institute, the CCIM designation was established in 1969.