



Principal, Executive Vice President |
Houston
Industrial Services

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1233 West Loop South
Suite 900
Houston, TX 77027

Education & Qualifications

Bachelor of Environmental
Design and Bachelor of Science
in Building Construction, Texas
A&M University

Masters of Business
Administration, University of
Houston

Real Estate Sales Agent's
License, Texas

Jim Pratt

Area of Expertise

Jim Pratt has more than 40 years' experience in commercial real estate. Prior to joining Colliers in 2009, he was a Principal with NAI Houston. In addition to representing tenants, buyers and sellers of real estate, Jim has represented many institutional and private owners in the leasing of office and industrial properties and has developed an in-depth understanding of the dynamics involved and what makes a deal work for both tenants and landlords. He is known for his significant creativity in the structuring of unique solutions for complex assignments, resulting in "win-win" transactions. His analytical skills and his ability to communicate the pertinent facts throughout the negotiation process have produced significant results.

Jim has represented tenants and owners ranging from local entrepreneurs to large corporations in transactions in Houston and throughout North America, completing more than 100 assignments outside of Texas. He has handled all types of industrial and land requirements in addition to offices leases, and the acquisition and disposition of all types of real estate. In the last economic downturn, Jim helped structure sale/leasebacks providing significant liquidity for one of his clients. Jim is currently assisting clients with the evaluation and implementation of this same strategy, as well as lease restructuring where applicable.

Professional Accomplishments

- Colliers' Top 10 Producer (2012, 2016, 2021, 2024)
- Colliers Titan Award (2012 – 2022, 2024)
- Colliers' Million Dollar Producer Award (2021, 2024)
- Colliers' Everest Club (2013, 2016, 2024)
- CRE Industrial Heavy Hitter *Houston Business Journal* (2017)

Business and educational background

Jim received his Bachelor's in Environmental Design and a Bachelor's in Building Construction from Texas A&M University. He is also a 1989 graduate of the Executive MBA Program at the University of Houston.

Prior to entering commercial real estate in 1985, Jim served as a project manager on several multi-million dollar commercial construction projects for W.S. Bellows Construction Corporation. His educational background in architecture has also proven invaluable in assisting landlords and tenants in the evaluation process involved in site selection.

Jim is a licensed real estate agent in the State of Texas. He serves on the Houston Advisory Board for The Entrepreneurship Institute.

Community Involvement

Jim served eight years as a Trustee for Fort Bend Christian Academy, and is currently on the Board of the Second Mile Mission Center. Jim is also a Class Agent with the Association of Former Students at Texas A&M University. He is a native Texan, and he and his wife, Dana, have two grown children.

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Representative Clients and Projects

AFGlobal, Inc. – Sale/leaseback Transactions and excess land sales

TPC Group – 100-Acre Land Disposition

Dalfen USA – 1601 Gillingham; 330,000-SF Industrial Leasing Assignment with
100% Occupancy Achieved, and Subsequent Sale of the Property

Hari Agrawal – 120,000-SF Multi-Tenant Office Building Acquisition

Westbrook Manufacturing – Edmonton Canada Lease and Renewal

PBP Inc. – 50-Acre Land Sale and 520,000-SF Build-to-Suit

Wood MacKenzie – Houston and Boston Office Leases, Multiple Expansions

CL & F Resources, LP – Corporate Office Relocation

Powell Industries, Inc. – 20-Acre Land Acquisition

PetroQuest Energy, LLC – Multiple Leases, Corporate Office Relocation

SI Group – 96 acres of excess land sold
