



Norman V. Munoz

SENIOR VICE PRESIDENT | HOUSTON



norm.munoz@colliers.com

EDUCATION AND QUALIFICATIONS

Bachelor of Business Administration,

University of Houston-Downtown

AREA OF EXPERTISE

Office

Landlord Representation

Tenant Representation

Acquisition / Disposition

CONTACT DETAILS

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EXPERIENCE

Mr. Munoz has been involved in the commercial real estate business for 27 years.

Prior to joining Colliers Appelt Womack Inc., dba Colliers International in 2000, Norm worked from 1992 to 1999 with Baca Landata, Inc. (a subsidiary of Stewart Title) and The Baca Group. The Baca companies were the leading local providers for commercial real estate information and as Vice President and Senior Analyst he was responsible for writing the nationally recognized *Houston Office Market Guide* each quarter, developing new business and servicing clients.

From 1990 to 1992, Mr. Munoz was a Research Analyst with Property Research & Investment Consultants, Inc. responsible for tracking the absorption, lease rates and occupancy each quarter for 1,800 general purpose and medical-professional office buildings. Property Research was the first real estate information company to systematically survey Houston's office and industrial markets and its methodologies and level of accuracy set the standard for today's commercial real estate industry.

Norm's attention to detail, ability to interpret raw data and his market knowledge, coupled with his working experience with the leading commercial brokerage firms, building owners, REITS, developers, property management companies and financial institutions make him an asset to his client's real estate decision-making process.

SELECTED CLIENTS

- The Woodlands Development Company
- The Howard Hughes Corporation