



Executive Vice President
Office Agency Services

norm.munoz@colliers.com
Main: +1 713 830 2111
Direct: +1 713 830 2136
Mobile: +1 713 417 8306
colliers.com

9950 Woodloch Forest Drive
Suite 1225
The Woodlands, TX 77380

Education & Qualifications

BBA, University of Houston -
Downtown

Real Estate Sales Agent's
License, Texas

Norman V. Munoz

Area of Expertise

Mr. Munoz has been involved in the commercial real estate business for 33 years.

Since 2011, Norm exclusively worked with The Howard Hughes Corporation and The Woodlands Development Company as part of the Colliers team responsible for the leasing of their 4.11 million square foot portfolio in The Woodlands, Texas. During this time, Mr. Munoz was involved in 323 lease transactions for completed office buildings, office buildings under construction and Build-to-Suit projects totaling 3.99 million rentable square feet and more than \$832 million.

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.

Professional Accomplishments

- Colliers' Top 10 Producer (2012 - 2013, 2019 - 2020)
- Colliers' Titan Award (2012 - 2023)
- Colliers' Everest Club (2014, 2020)

Business background

Prior to joining Colliers 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.

Clients

- The Howard Hughes Corporation
- The Woodlands Development Company