



Principal | Houston
Landlord Representation

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Education & Qualifications

Master of Business Administration in International Management, University of New Mexico

Master of Arts in Latin American Economics, University of New Mexico's Latin American Institute

Bachelor of Arts in Liberal Arts, University of North Texas

Real Estate Sales Agent's License, Texas

Sam Hansen

Area of Expertise

Sam Hansen joined Colliers in 2021 and specializes in office project leasing alongside his partner, Doug Pack. Sam has been involved with commercial real estate in Houston, primarily as an Office Landlord Leasing Agent, for more than two decades.

Sam joins Colliers after spending five years as a Principal in the same capacity at Avison Young. While at Avison Young, the duo leased more than 5 million square feet of office, flex and retail space throughout the Houston metropolitan area.

During his eight-year tenure as Senior Vice President with NAI Partners, Sam has built a successful office portfolio of Class A and B office buildings. Sam also assisted NAI Partners in building a successful management platform totaling nearly 4.5 MSF of industrial, office and retail properties.

Prior to joining NAI Partners, Sam worked for Hines Interests for 12 years. As a Director of Leasing, he was solely responsible for approximately 5 million square feet of Class A, trophy, commercial office buildings including JPMorgan Chase Tower, Williams Tower, and Greenspoint Plaza—ExxonMobil's World HQ for Upstream Development and Exploration. With Hines, Sam completed more than 156 significant office leasing transactions totaling over 1.85 million square feet and has represented building owners and negotiated leases on their behalf with top Fortune 100 companies including, but not limited to, ExxonMobil, Wachovia (regional headquarters), Citigroup, Verizon, Merrill Lynch, and Lehman Brothers.

Sam has also completed transactions with other notable tenants such as Locke Lord, Breitburn Energy, CBRE and Williams.

Sam's depth in real estate also extends to Operations which allows him to better understand and market an asset to prospects. Sam was one of the first agents in the U.S. to complete the Hines Advanced Technical Core program and was part of the pilot program to generate a standardized training program for Hines to deploy worldwide.

Sam's past responsibilities maximize his odds for success in all property classes and sizes. During his 20+ year career, Sam has proven himself to be a dynamic, multi-talented team member that offers the ability to provide value and creative solutions for property owners while meeting the requirements of asset managers and tenants alike.

Professional Accomplishments

- Colliers' Titan Award (2022 - 2024)
- CRE Office Landlord Rep Heavy Hitter *Houston Business Journal* (2018 - 2021)