

JAMES ALEX *Principal*



PROFESSIONAL EXPERIENCE

Atlantic Retail Properties — 1993–Present
The Fidelity Group — 1988-1992

EDUCATION

Northeastern University

MAJOR ACCOMPLISHMENTS

- Negotiated more than 550 lease/sale transactions totaling over \$1.5 billion.
- Strong tenant relationships have resulted in site acquisition assignments from 10 of the area's top retailers highlighted by the representation of Target stores throughout New England. Responsible for acquiring 100 locations totaling more than 12,000,000 SF.
- Directed the disposition of an 100 acre parcel in Woburn, Massachusetts for the development of approximately 238,000 square feet of retail space anchored by Target and 1,500,000 square feet of office space occupied by Raytheon and Paychex and the development of a Marriott Residence Inn.
- Coordinated the acquisition of land throughout New England for development on behalf of major retailers including Target, Stop & Shop and CVS.
- Responsible for the strategic expansion 1,600,000 square feet for Target distribution centers in New York and New England.
- Tenant Development services for New England's premier retailers.

AFFILIATIONS

Realty Resources — Member
ICSC — Member
Greater Boston Real Estate Board — Member
Ironstone Farm - Board of Directors, Development Chairman
Melmark New England - Chairman of Annual Golf charity event
Service Club of Andover - Member