

Randy Baird
Senior Managing Director



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Specialty

- Industrial Investment Sales
- Portfolios and Single Assets
- Single and Multi-Tenant Assets
- National Expertise

Select Clients

- AMB
- Blackrock
- Crow Holdings
- Dividend Capital
- First Industrial
- Heitman
- ING
- Invesco
- JP Morgan
- Kennedy Associates
- LaSalle
- Lincoln
- Morgan Stanley
- New York Life
- Panattoni
- Principal
- ProLogis
- Prudential
- RREEF
- TA Associates
- TIAA-CREF
- USAA

Career Summary

Mr. Baird is a Senior Managing Director in the Dallas office of HFF (Holliday Fenoglio Fowler, L.P.). With more than 20 years of industrial real estate investment experience, he is primarily responsible for industrial investment sales on a local and national level. During the course of his career, he has been involved in the sale of more than 300 million square feet of industrial real estate totaling \$15 billion in transaction value.

Mr. Baird joined HFF in August 2010. Prior to joining HFF, he was a Managing Partner at Baird Fitzgerald Partners. Prior to that, Randy was an Executive Vice President at CB Richard Ellis and an Executive Director at Cushman & Wakefield. He has been involved in transactions in 50 different markets across the U.S.

Representative Assignments (all closed prior to joining HFF)

PROPERTY	LOCATION	SIZE (SF)	VALUE
300+ Assignments – Highlights below		350,000,000	\$16,000,000,000
National Industrial Portfolio	Multi-State	22,059,515	\$1,333,000,000
Fund II Industrial Portfolio	Multi-State	9,323,662	\$582,000,000
Atlanta Industrial Portfolio	Atlanta, GA	13,073,000	\$440,000,000
America Portfolio	Multi-State	3,100,000	\$264,000,000
National Portfolio	Multi-State	4,900,000	\$234,000,000
National Industrial Portfolio	Multi-State	3,916,039	\$218,000,000
Miami International Commerce Center	Miami, FL	3,352,000	\$205,000,000
Memphis Portfolio	Memphis, TN	3,511,091	\$128,000,000
National Industrial Portfolio	Multi-State	3,325,517	\$126,000,000
Major Markets Industrial Portfolio	TX, TN, IL	2,629,113	\$114,000,000
Class A National Industrial Portfolio	Multi-State	2,203,901	\$107,000,000
RESA Industrial Portfolio	Multi-State	2,432,884	\$101,000,000
Pelmad Industrial Portfolio	Miami, FL	1,916,134	\$85,000,000
Industrial Portfolio on Ground Lease	Montville, NJ	1,252,382	\$82,000,000
Blackhawk/Distriplex Portfolio	Memphis & Chicago	1,378,660	\$58,000,000
Alamo Crossing Commerce Center	Houston, TX	1,047,797	\$58,000,000
Jacksonville Industrial Portfolio	Jacksonville, FL	994,380	\$49,000,000
Boston Industrial Portfolio	Boston, MA	566,491	\$44,000,000
Oklahoma City & Tulsa Portfolio	Oklahoma	1,163,565	\$42,000,000
Stonehollow Industrial Portfolio	Austin, TX	384,174	\$40,000,000
Musician's Friend Distribution Center	Kansas City, KS	702,000	\$38,000,000
Michelin Class A Distribution Center	Baltimore, MD	756,690	\$35,000,000
First Park at Bridgewater	Lakeland, FL	480,000	\$34,000,000
Air Cargo Portfolio	Dallas/Houston, TX	435,838	\$31,000,000
Columbus Industrial Portfolio	Columbus, OH	1,100,057	\$28,000,000
Medley Industrial Portfolio	Miami, FL	662,000	\$28,000,000
Saks 5th Ave Distribution Center	Baltimore, MD	470,707	\$27,700,000
Eisenhower Portfolio	San Antonio, TX	590,400	\$27,000,000
Tampa Bay Industrial Portfolio	Tampa, FL	520,647	\$27,000,000
Clorox Class A Distribution Center	Fort Worth, TX	540,000	\$24,000,000
Pinnacle Park West	Dallas, TX	470,250	\$19,000,000
Papago Distribution Center	Phoenix, AZ	554,000	\$18,000,000
RiverPark 500	Dallas/Ft. Worth, TX	320,564	\$18,000,000
Pinnacle Park II	Dallas, TX	330,000	\$14,000,000
Vista Business Park	Austin, TX	257,600	\$14,000,000

Education

- BBA, University of North Texas