



Tom Jones, CCIM

Senior Vice President & Principal
Albuquerque - Santa Fe - El Paso

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colliers.com
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5051 Journal Center NE
Suite 200
Albuquerque, NM 87109
United States

Qualifications

Licensed New Mexico Associate
Broker

Affiliations & Memberships

Certified Commercial Investment
Member (CCIM)

National Association of Realtors
(NAR)

Leasing Information Network
(LIN)

Commercial Association of
Realtors New Mexico (CARNM)

International Council of Shopping
Centers (ICSC)

Greater Albuquerque Association
of Realtors (GAAR)

Professional Summary

With over 20 years of commercial real estate experience, Tom focuses on statewide and national retail brokerage, as well as multi-market national retailer representation. He and his team are proud to build their core business strength on developing and maintaining solid, long-lasting client relationships. Tom provides extensive industry knowledge and keen insights to his clients and meticulously executes every aspect of the transaction. He offers expertise in marketing consultation, market evaluation, comparative analysis and negotiations. Additionally, Tom's extensive experience in sales of shopping centers and NNN investments include recent transactions with Starbuck's, Chick-Fil-A, Planet Fitness, Freddie's Frozen Custard, Jack in the Box, Walgreens, Advanced Auto Parts and more.

Tom is a dedicated representative to both commercial landlords and retail tenants. For the property owner, Tom is relentless in identifying qualified tenants and works closely with his landlords in all aspects of the lease transaction. In tenant site selections, Tom is thorough, analytical and responsive to client needs. Additionally, he provides business expertise and market insight to investors and developers looking to acquire or divest of real estate assets. Tom maintains a wide tenant representation list including Dick's Sporting Goods, Dave & Buster's, DSW, Staples, CVS, Guitar Center, Toys R Us, Forever 21, Albertsons, Harbor Freight Tools, Burlington, Chick-Fil-A, Panda Express, Panera Bread, Uncle Julio's, Chuze Fitness and many more.

Professional Accomplishments

- Leading Real Estate Advisor: 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020
- Top Advisor of the Year Award: 2007, 2011, 2013, 2017, 2018
- 2008 Grubb & Ellis Company Circle of Excellence
- 2015 Colliers International Expertise Recipient
- Colliers International Everest Club National Top 10% Producer: Multiple years

Services

- Brokerage: Landlord Representation
- Brokerage: Tenant Representation
- Investment Services / Capital Markets

Community/Trade Involvement

- New Mexico Conference Council on Finance and Administration
- Commercial Association of Realtors New Mexico — Past Board Member
- Cottonwood Preparatory School Foundation — Past Board Member
- CCIM Executive Board New Mexico — Past Treasurer

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Representative Clients and Projects (Partial List)



“Tom Jones and his Colliers team have been working with us for more than three years. During that time we have completed a comprehensive Market Strategy Analysis for New Mexico and successfully open and or approved 6-10 locations within that time frame. Tom and his team have been instrumental in our growth and development in NM, by going above and beyond our expectations as we continue to grow.”

— Scott Weingarten
Harbor Freight Tools

“It is clear that he has an excellent acquaintance with many prospective tenants and their requirements. He gathers a lot of information and then uses it imaginatively in putting a deal together.”

— Kim D. Murphy
University of New Mexico

“If the rest of your group has the same amount of energy and market knowledge, we will be doing a lot of business in the future.”

— Bruce Belesky
University of New Mexico