

COMMERCIAL INVESTMENT Real Estate

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Rising Stars

Education and drive land these CCIMs on the fast track to success.

by Rich Rosfelder

In an increasingly competitive and volatile marketplace, commercial real estate professionals must make their mark on the industry in short order. These CCIMs have held the designation for less than five years and already have become leading lights in their field. *Commercial Investment Real Estate* recognizes these individuals for their real estate-related achievements and community-service efforts. Using their unique backgrounds and abilities, each CCIM has forged a path to success.

■ Alex Johnson, CCIM

President and CEO ■ Laurex Realty Advisors ■ Plano, Texas

Along with several extracurricular service projects, Johnson serves the community through his commercial real estate work. He currently is developing a 140,000-sf shopping center in southern Dallas, a low-income section of the city that has been starved for grocery-anchored retail projects for decades. “Most of the other retail centers in the area are 20 to 40 years old,” Johnson says. While finding an interested grocery store proved difficult — grocery stores in Dallas tend to focus on more affluent markets, Johnson says— he eventually secured the anchor and other tenants fell into place. This deal, however, is not simply another CCIM success story. As “a black developer using a black general contractor in a 70 percent



black area of Dallas,” Johnson is making a positive impact on this community in more ways than one. Considering Johnson’s level of CCIM involvement, it’s no surprise that he sees the institute’s vital professional network as key to this particular project. After graduating from two local leadership programs, he set his sights on the institute’s Jay W. Levine Leadership Development Academy. “With my strong desire to give back to CCIM, the academy seemed like a logical choice,” he says. Johnson received the academy’s Susan J. Groeneveld Award of Excellence and graduated from the program with a renewed sense of purpose. He currently is a CCIM Institute Board Director and also serves as treasurer of the North Texas CCIM Chapter, vice chairman of the CCIM Cultural Diversity National Advisory Board, and an advisory board member for the CCIM & IREM Success Series 2008.