



Cincha Kostman

Executive Vice President

Professional Experience

Cincha has spent 25+ years working as a trusted real estate advisor for her clients. She has extensive experience and expertise in building client relationships with attention to detail and follow-through. Working with clients to define their needs and focus on the final business objectives, Cincha seamlessly guides each client through the real estate process to assure the desired successful outcome. She developed her strong negotiating skills representing not only tenants and buyers but also owners in the leasing, acquisition or disposition of properties, primarily with office and industrial product types.

With her extensive experience, Cincha successfully represents clients and properties throughout the DFW metroplex while cultivating her special focus on the Dallas urban communities. With a particular interest in the revitalization efforts of the downtown Dallas districts, she has worked on numerous efforts with clients to acquire historic and depressed CBD properties for re-purposing or site redevelopment.

Prior to joining Hudson Peters Commercial in 2008, Cincha spent 18 years at Harry B. Lucas Company and Colliers Brosseau. Over the last 15 years, she has completed in excess of \$180 million in lease and sales transactions.

Before entering the commercial real estate industry, she worked in the information technology industry and was recognized as a top sales producer for eight consecutive years.

Associations

Board of Directors, CREW in the Community, 2016-2018
Board of Directors, North Texas Commercial Association of Realtors, 2012-2014
Board of Directors, CREW-Commercial Real Estate Women, 2009-2010
The Family Place Partners-Card Team Captain, 15 years
Zeta Tau Alpha Fraternity Alumnae (National Susan G. Komen supporter)
Volunteer, Saint Michael and All Angels Episcopal Church-Parishioner

Recognition

Power Broker Award - D/CEO Magazine, 2016, 2017, 2018
HPC Top Producer, 2015, 2016, 2017
HPC Largest Deal Award, 2014
HPC Platinum Award for Client Service, 2009 and 2012

Education

B.S. in Mathematics from Southern Methodist University

Partial Client List

Associated Estates
BodyLogicMD
BuiltRite Solutions, L.P.
Cain Food Industries, Inc.
Cartridge World
Collectible Trains & Toys, Inc.
Computer Color Graphix, LP
CW Capital, LLC
deNovo Salon/Spa and Health
Dougherty's Holdings
Ferrer Law Center
Finley Shirts
First Cash Financial Services
Fountain Valley Commerce Center
Fulton Financial Planning
Grenadier Homes
Healthcare Realty Trust
International Capital
J. E. Robert Company, Inc.
JELL Salon and Spa
KDM Marketing Services, Inc.
Kendall Creative
Pop! Technology
Premier Glass Products
Richland Companies
RREEF
Simbol Commercial
Strategic Meetings Solutions
Subway
Twinrose Investments
Unified Aircraft Services
Wiedamark LED & Fiber Optics

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Examples of Diverse Transactions

Sale of 2625 Elm Street, 85,000 square foot, historic office building

Sale of 21.6 acres of industrial development land in Grand Prairie on SH 161

Acquisition of 400,000 SF valued at \$7.4M in multiple properties for one redevelopment client

Acquisition of 487,000 SF industrial complex for investment client and 193,000 SF warehouse for government contractor client

Landlord Representation of large healthcare REIT-owned Class A 145,000 SF office building

Landlord Representation of privately-owned portfolio of 313,000 SF office flex buildings (5)

Landlord Representation of privately-owned Class B office buildings (2) totaling 210,000 SF

Tenant Representation of national financial company for 6,000 SF of office space and toy store retailer for 8,000 SF