

# Chicago African-Americans in Commercial Real Estate

## Chi-AACRE Spotlight:



**James I. Clark, III**  
**EnTrust Realty Advisors, LLC**  
Founding Principal

Jim brings the depth of 35 years of commercial real estate experience, encompassing investment banking and brokerage, asset management and structured finance. Jim began his real estate career in 1984 and formed EnTrust Realty Advisors in 2002. One of the industry's most seasoned transaction specialists, Jim's prior positions include President, Investment Services Group, Transwestern; Managing Director, Institutional Services Group, Grubb & Ellis Company; Regional Vice President, MONY Real Estate; and Vice President, Real Estate Investment Banking Group, Lehman Brothers, Inc.

Over his career Jim has completed more than \$5.0 billion of investment transactions; managed \$1 billion worth of assets and portfolio properties; and provided leadership in corporate strategy and mergers and acquisitions. Jim was inducted into the Midwest Real Estate News' Hall of Fame in 2016.

Jim grew up in Harlem, New York City, and is an ordained minister at a parish in Aurora, Illinois. He holds a Master of Divinity degree from Garrett Theological Seminary at Northwestern University, an MBA from the Columbia University School of Business and BS from NYU Stern School of Business. In his spare time you will find him on the golf course. Jim serves as Board Member of Wheaton Bank & Trust Company, a Wintrust Community Bank; and at Jackson Park Hospital and Medical Center in Chicago. Jim also oversees mission real estate development activity worldwide for Trinity Church of Wall Street.

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A Thoughtful Approach to Your Real Estate Needs.

**Do you have an idea for a Chi-AACRE Spotlight? Please send it to:**

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*Chi-AACRE supports all African-Americans in commercial real estate.*