



# John Wilcox

## Partner

### Education

Bachelor of Science; Business, Real Estate and Land Use; Geology - California State University, Sacramento

Executive Business Administration - University of Notre Dame, Mendoza College of Business

Graduate Studies in Finance - Cornell University, SC Johnson College of Business

Strategic Decision Making and Risk Management - Stanford University, Graduate School of Business

### Achievements

- Rookie Broker of the Year; by the Business Journal
- Commercial Real Estate Heavy Hitter award by the Business Journal.
- Top CBRE Investment Broker for Northern California and Northern Nevada LMA for; 2018, 2019, 2020, 2021, 2022, 2023, and 2024
- Top 10% and 20% awards for CBRE over multiple years

John Wilcox is a Partner for the Dallas office with Panattoni Development Company. He brings over 22 years of industry experience to his position and is responsible for oversight and execution of all aspects of development including origination, design, entitlement, construction, leasing and disposition. Prior to joining Panattoni in 2025 John spent 19 years working with CBRE, most recently as Senior Vice President.

During his tenure with CBRE John specialized in acquisition and disposition investment properties, facility site selection, development projects, utility/infrastructure projects and land transactions throughout the nation. He has been involved in acquisitions and dispositions of investment properties worth over \$4.2 billion in 45 different states. He was involved with the acquisition of over 585,000 acres of land in fee title and/or conservation easements with an aggregate value of over \$2.18 billion creating joint ventures between Federal, State, non-profits, and local government.

John was the lead negotiator for the State of California on the Tejon Ranch conservation project. The largest private land use and conservation project in the history of the Nation. He spent several years representing the State of California, handling land acquisitions and dispositions for public work projects, infrastructure, remediation, unexploded ordnance clearance, compensatory mitigation, and conservation needs.