

Summary: Texas licensed broker and non-practicing attorney with an AI-first mindset, twenty years in commercial real estate, ten years in high-tech startups, and a JD/MBA dual degree from SMU. As an independent broker I have always strived to put my client's interest first and achieve a win-win result for all parties.

Education:

- Certification: Applying AI in Construction and Real Estate Practices, CompleteAITraining.com, 2025
- Juris Doctor/Master of Business Administration, Southern Methodist University, Dallas, TX, 1999
- Bachelor of Science in Business Administration, University of Phoenix, Boulder, CO, 1992
- Associate of Applied Science, Electronics Technology, FRCC, Westminster, CO, 1987

Experience:

June 2025 - Present, Sixth Element Homes, Irving, TX, 945-260-5050, www.sixthelement.homes

- VP of Sales, Legal & Entitlements: Independent contractor for homebuilder/developer with a broad range of responsibilities in acquisitions, entitlements, development, construction, sales, and special district financing.

March 2006 - Present, Lang Commercial Realty, Bartonville, TX, 214-797-5511, www.jimlang.com

- Broker/Owner: Specializing in off-market acquisitions and entitlements for investors and developers in the Dallas/Fort Worth area. Experienced in many different types of properties, deals, and markets.

Oct. 2013 - Aug. 2015, Satterfield & Pontikes Construction, Irving, TX, 713-996-1300, www.satpon.com

- Director of Business Development: Responsible for growing public and private markets in the D/FW area. Company exceeded its bonding capacity limit and could not take on new work. CM-BIM certified.

Aug. 2002 - Feb. 2006, Town of Flower Mound, Flower Mound, TX, 972-874-6000, www.flowermound.gov

- Director of Economic Development: Helped developers with incentives and entitlements bringing in over \$500M in projects for a new business district. Established the Town's first TIRZ and ran for mayor in 2006.

Aug. 2001 - Aug. 2002, TriMax Properties Inc., Flower Mound, TX, 214-797-5511 (recruited by Town staff)

- CEO: Attempted an apartment development in Flower Mound resulting in an offer for the Eco. Dev. position.

Jan. 2001 - July 2001, Broadband Gateways, Plano, TX, 972-599-6900 (bankruptcy/market crash)

- RF Program Manager: New production of networking modules from Taiwanese contract manufacturer.

Jan. 2000 - Jan. 2001, Flextronics International, Plano, TX, 469-229-1000 (left to join new startup)

- Program Manager II: Contract manufacturer for large telecom OEM; single point of contact.

1987 - 1993, Exabyte Corporation, Boulder, CO, 303-442-4333 (left to attend SMU, 1994-1999)

- Manufacturing Supervisor-3 yrs; Lead Technician III-2 yrs; Technician II-1.5 yrs. CPIM certified.

Recommendations:

- JoAnne McGiboney, former client

"I would like to highly recommend Jim Lang. He went more than the second mile for me when I was selling my home and acreage for commercial purposes. Jim is patient, he is kind, he is a true gentleman. Above all, his practice is to be fair, honest, and aboveboard."

- Bill Hanks, Rosebriar Holdings, 214-902-2287, bill@rosebriar.com

"Jim was very supportive and creative in working with developers, Town Staff, and citizens. Jim worked tirelessly to get the development off the ground and helped overcome many obstacles. Jim was very professional and diligent in his work and tried to satisfy all constituents."

- Albert Jarrell, Hillwood Investment Properties, 214-210-1362, albert.jarrell@streamrealty.com

"We needed a skilled guide and coach to help us navigate the system and Jim filled that need very well. Jim was very supportive of us and gave us wise counsel throughout the entitlement process. Jim was a skillful intermediary and always approached the issues with fairness and objectivity."