

JAMES NELSON BIOGRAPHY

James Nelson is a Principal and Head of Tri-State Investment Sales in Avison Young's New York City office where he leads a group of 30 professionals in the sale of multifamily, office, development and retail properties.

James most recently served as Vice Chairman of Cushman & Wakefield, where his team marketed over \$1 billion in listings, ranking him as the number one Investment Sales broker nationwide in 2016. Prior, James was a partner and top producer for Massey Knakal for six of their last eight years and was named the company's youngest partner in 2004. Throughout his 20-year career, James has been involved in the sale of over 400 properties and loans with an aggregate value of over \$4 billion.

James is the Chairman of REBNY's Commercial Board of Directors, a Board Member of both the Manhattan Chamber of Commerce and the Catalog for Giving, and Founder of the Real Estate Services Alliance and the Colgate Real Estate Council. He has received numerous distinctions including being #1 Top NYC Deal Maker by LoopNet, Real Estate Forum's 40 Under 40, Top 35 and Under NYC Real Estate Players by The Real Deal, and REBNY's Most Promising Commercial Sales Person of the Year Award.