

## INSTRUCTOR BIOGRAPHY

### **ROBERT J. NAHIGIAN, CRE, FRICS, SIOR**

**Auburndale Realty Company**  
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- Real Estate Career:** Robert J. Nahigian, FRICS, SIOR, CRE has thirty-five years of real estate experience with twenty-six years exclusively in commercial and industrial as a developer, advisor, expert witness and broker of approximately \$4.7 billion of real estate totaling 36 million square feet. He is recognized as a national leader in his industry; a frequent speaker; and invited columnist to newspapers.
- Real Estate Specialty:** Advisory/Counseling, Commercial Sales, Leasing, Court Testimony, Build-to-Suits & Corporate Representation
- Professional Experience:** Mr. Nahigian is Principal of Auburndale Realty Co. He provides brokerage/advisory and expert trial witness services to public agencies, investment portfolio groups and corporations in New England, Missouri, Ohio, California and Florida. He has been appointed to the Mass. Highway Real Estate Valuation Review Board by Gov. Romney.
- Client List:** Rob has held assignments with such notable entities as AT&T, Warren Buffet's Berkshire Hathaway Real Estate Group, Archdiocese of Boston, Goldman, Sachs/Archon Group, MassDevelopment, Rizzo Associates, Ryder Dedicated Logistics, N. Bennet Street School, Mass. Attorney General, Weyerhaeuser Corp, CB Richard Ellis, and Legg, Mason.
- Court Experience:** Worcester County Superior Court, Suffolk County Superior Court, Massachusetts Superior Court and Bristol County Superior Court
- Previous Employment:** Formerly, Mr. Nahigian was Director, Office/Industrial Division of The Robbins Group in Cambridge, Massachusetts. Previous he was Vice-President of The Norwood Group in Burlington, Massachusetts. He was a City Planner in Bowie, Maryland; a planner with Perkins & Will, New York City and a junior planner with the Bethlehem (Pa.) Redevelopment Authority.
- Professional Affiliations:** Rob has earned the highest commercial real estate designations, FRICS, SIOR and CRE and has been elected to Lambda Alpha International, an honorary land economic society. Rob was the 2005-6 MAR State Chairman of the Commercial-Investment Council and has served as the CRE National Chair, Public Relations Committee and on the National Board of Directors. He serves as Chair, CBA Govt. Affairs Committee; and has serve(d) on MAR/GBREB Committees; Agency Law; Education Curriculum; Worcester Board Ed Task Force; the Board of Directors of the New England Chapters of SIOR/LAI/CRE and Boston's Commercial

Broker's Association. Rob is a member of the Real Estate Education Association.

With SIOR, Mr. Nahigian serves as National Faculty Chair and was National Co-Chair, 2001 Boston Convention; National Budget & Finance Committee; National Nominating Committee; National Committee VP; New England Chapter President; National Education and Instructor Committee Chair; NE Regional Vice-President; National Programs & Services Council; National Executive Committee; National Board of Directors; and EdFund.

**Industry  
Accomplishments:**

Rob has been the recipient of several national and regional awards. Rob was awarded by the Greater Boston Real Estate Board as **"2005, 2004, and 2003 Real Estate Advisory Assignment of the Year;"** **"2001 Industrial Deal of the Year"** and "Distinguished Achievements in Commercial Leasing." He was also nominated as Boston's "2003 Boston's Commercial Broker of the Year". He was honored by Banker & Tradesman as "Top 125 Business Leaders in Massachusetts"; and featured as "Movers and Shakers of Real Estate"; "People to Watch in New England Real Estate"; "Who's Who in New England Real Estate"; "Who's Who in the East"; "Who's Who in America" and "Who's Who in Residential and Commercial Real Estate" by various publications. Rob was awarded the 2004/2003/2002/1994 SIOR National Instructor of the Year and Nominated by WRAR as the "2003 Educator of the Year". Rob is a NAR Mass. Certified Real Estate Mediator and arbitrator and is a Certified Real Estate Instructor in Massachusetts and various other states.

**Professional  
Lectures:**

Mr. Nahigian is a one of the industry's sought after national speakers. He is a Senior Lecturer at Boston University, MAR, SIOR and the national faculty of CBRE. He has lectured at; Harvard, MIT, Northeastern, Rutgers, Lehigh and DePaul Universities. Mr. Nahigian is an invited speaker in the United States, Canada, Mexico, South America and Europe by SIOR, Colliers, NAI, FIABCI, CoreNet, ONCOR, NACORE, NAIOP, CRE, Mexico AMPI, Latin American Real Estate Conference and other realtor associations. Mr. Nahigian has co-authored four real estate books and over 250 professional articles.

**Education:**

Mr. Nahigian received his BA from Lehigh University and holds a Masters in Urban Planning from Columbia University. Rob is a Mass Licensed Trainee Appraiser and holds a real estate brokers license in Massachusetts and New Hampshire.