

INSTRUCTOR BIOGRAPHY

ROBERT J. NAHIGIAN, CRE, FRICS, SIOR, MCR
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- Real Estate Career:** Robert J. Nahigian, FRICS, SIOR, CRE, MCR has forty years of real estate experience with thirty years exclusively in commercial and industrial as a developer, advisor, expert witness and broker of approximately \$4.9 billion of real estate totaling 39 million square feet. He is recognized as a national leader in his industry; a frequent speaker; and invited columnist to newspapers.
- Real Estate Specialty:** 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 was appointed to the Mass. Highway Real Estate Appraisal Review Board by Gov. Patrick and elected by the Mass. RE Licensing Board to its Ed Subcommittee. He was elected and serves on the Advisory Acquisitions Committee for a NYSE investment firm.
- 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:** U.S. Bankruptcy Court, 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; 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 prestigious commercial real estate accreditations: FRICS, SIOR, CRE and MCR. He was elected to Lambda Alpha International. He is currently the CRE National Editor-in-Chief and served as the New England/Upstate NY Chapter President; National VC, Chapter Activities; National Chair, Public Relations Committee; and on

the National Board of Directors. He serves (d) on MAR/GBREB Committees; Agency Law; Education Curriculum; and on the Board of Directors of the New England Chapters of SIOR, CRE and Boston's Commercial Broker's Association. Rob is a member of the Real Estate Education Association.

With SIOR, Mr. Nahigian served on the National Budget&Finance Committee; National VC, Training & Development; National Faculty Chair; Co-Chair, 2001 Boston Convention; 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 and National Board of Directors.

**Industry
Accomplishments:**

Rob has been the recipient of several national and regional awards. Rob was the recipient of the national CRE **"2009 James Felt Creative Counseling Award"** for the most outstanding and highest achievement in advisory services; the Greater Boston Commercial Brokers Association's as the **"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 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 **2011 Mass. Real Estate Educator of the Year**. Rob has served as a NAR Mass. Certified Real Estate Mediator, is a GBREB Arbitrator and Certified Real Estate Instructor in Massachusetts and various other states.

**Professional
Lectures:**

Mr. Nahigian serves on the faculty of Boston University, MAR, SIOR and is a NAR Commercial Signature Series speaker. He has lectured and provided corporate training for CB Richard Ellis Leadership Center, 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 Colliers, NAI, FIABCI, ONCOR, CoreNet, CoStar, Coldwell Banker Commercial Global, CCIM, NAIOP, CRE, AMPI, Latin American Real Estate Conference and other realtor associations. Mr. Nahigian has co-authored four real estate books and over 330 professional articles.

Education:

Mr. Nahigian received his BA from Lehigh University and holds a Masters in Urban Planning from Columbia University. Rob is a Licensed Real Estate Broker in Mass. and NH. He has completed numerous ITI and CCIM courses.