

STATEMENT OF QUALIFICATIONS: 2023

ROBERT J. NAHIGIAN, FRICS, SIOR, CRE, MCR
Auburndale Realty Company

- Real Estate Career:** Robert J. Nahigian, FRICS, SIOR, CRE, MCR has 51 years of real estate experience with 43 years exclusively in commercial and industrial as a developer, advisor, expert witness and broker of approximately \$ 7.1 billion of real estate totaling 42.3 million square feet. He is recognized as a national and thought leader in his industry; a frequent speaker; and invited columnist to newspapers. In addition to writing and publishing real estate books and articles, he prepared a report for HUD and delivered to President Carter and Congress on the state of the nation's public housing stock. He has served on over 60 committees and task forces in his career.
- Real Estate Specialty:** Advisory/Counseling, Commercial Sales, Leasing, Litigation Support, Build-to-Suits & Corporate Representation
- Professional Experience:** Mr. Nahigian is Principal of Auburndale Realty Co. He provides brokerage/advisory and expert litigation services to public agencies, investment portfolio groups and corporations in New England, Michigan, Missouri, Ohio, California and Florida. He was a past member, appointed by Governors to the MADOT Real Estate Appraisal Review Board. He was appointed by the MA RE Licensing Board to its Ed Subcommittee. He was elected to the Advisory Committee for a NYSE investment real estate firm. He has appeared on Bloomberg Radio and Boston Globe and has written articles for the Boston Herald. He is also a sought-after speaker nationally.
- Client List:** Rob has held assignments with such notable entities as BPDA, AT&T, Warren Buffet's Berkshire Hathaway Real Estate Group, Archdiocese of Boston, Goldman, Sachs/Archon Group, MADevelopment, HMI, TAGE Capital, Ryder Dedicated Logistics, N. Bennet Street School, Cannistraro, MA Attorney General, Weyerhaeuser Corp, CBRE, Hebrew College, and Legg, Mason.
- Court Experience:** U.S. Bankruptcy Court, State of Michigan, Circuit Court for the County of Oakland, Worcester County Superior Court, Suffolk County Superior Court, Massachusetts Superior Court, Essex County MA Superior Court, Boston Arbitration (JAMS), U.S. District Court of District MA, Bristol County Superior Court and MA Division of Professional Licensure, Office of Prosecution.
- 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 has served on two CRE task forces, the CRE National Board of Directors, National Vice-Chair Liaison, the Invitation Committee, the National Executive Committee; National Chair of the James Felt Award Committee; CRE National Editor-in-Chief; New England/Upstate NY Chapter President; National VC, Chapter Activities; and National Chair, Public

Relations Committee. He served on MAR/GBREB Committees; Agency Law; Professional Development, Education Curriculum; and the Board of Directors of the New England Chapters of SIOR, CRE, LAI and Boston's Commercial Broker's Association. Rob is a member of the Real Estate Education Association.

With SIOR, Mr. Nahigian served on the Professional Report Editorial Committee, the National Communications & Branding Committee; National Budget & Finance Committee; National VC, Training & Development; National Faculty Chair; 2022 Regional Conference Committee; Co-Chair, 2020 and 2001 and 2020 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 numerous national and regional awards. Rob was inducted as a Legacy Circle member of SIOR, he is the recipient of the national CRE **"2009 and 2019 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"** "2016 Final Nominee for Industrial Deal of the Year" and "Distinguished Achievements in Commercial Leasing." He was named **CoStar PowerBroker 1Q2022 Deal Winner.** 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 America" and "Who's Who in Residential and Commercial Real Estate" by various publications. Rob was awarded the **2012/2004/2003/2002/1994 "SIOR National Instructor of the Year"; CoreNet's "2013 Top Rated Faculty" and "2015 and 2011 Mass. Real Estate Educator of the Year."** Rob has served as a NAR MA Certified Real Estate Mediator, Presiding Officer Arbitrator and is an Approved Real Estate Instructor in Massachusetts and certified in various other states.

Professional

Lectures:

Mr. Nahigian serves on the faculty of Boston University, SIOR, MA NAIOP and is a past faculty member of MAR, Visiting Assistant Professor RealtorU and NAR Signature Series speaker. He has provided corporate training for CB Richard Ellis, CoreNet Global, Harvard, MIT, BAC, Northeastern, Suffolk, Rutgers, Lehigh and DePaul Universities. Mr. Nahigian is an invited speaker in the United States, Canada, Mexico, South America and Europe by Colliers, NAI Global, FIABCI, ONCOR, CoStar, CORFAC International, Coldwell Banker Commercial Global, CCIM, NAIOP, CRE, AMPI, NAR World Conventions, Latin American Real Estate Conference and other Realtor associations. Mr. Nahigian has co-authored four real estate books, over 420 professional articles and has developed over 185 courses for Realtor and state boards and other trade associations.

Education:

Mr. Nahigian received his BA, cum laude, Lehigh University where he played Division II baseball. He holds a Masters in Urban Planning from Columbia University. Rob is a Licensed Real Estate Broker in MA, RI and NH. He has completed numerous ITI, IDW and CCIM courses.