

Teo Nicolais is an internationally recognized expert in real estate, advising on investment and development projects around the world and teaching real estate courses at Harvard University.

He frequently speaks on transformative trends in real estate, the future of urban environments, and the role of technology in shaping the built environment. Nicolais holds a Master of Science in Real Estate Development from the Massachusetts Institute of Technology (MIT) and a bachelor's degree in economics from Harvard College, bringing a robust analytical approach to his practice.

He is a Counselor of Real Estate (CRE), a designation awarded to fewer than 1,000 professionals globally as a mark of trusted expertise in real estate advisory. Nicolais is one of only 17 people worldwide to simultaneously hold the CRE, Certified Commercial Investment Member (CCIM), and Certified Property Manager (CPM) designations, each representing a distinct area of real estate expertise.

He is the founder and principal of Nicolais, LLC, a real estate investment company focused on multifamily investment properties. He has served as an expert witness for the U.S. Federal Trade Commission and has been engaged as a real estate subject matter expert by Harvard Business School Online. Prior to launching his own company, he worked as Director of Finance and Acquisitions for a \$500 million real estate investment firm, where he contributed to the acquisition and development of various residential and commercial properties.

An active educator, Nicolais is a lecturer at the Harvard Graduate School of Design and an instructor at Harvard's Division of Continuing Education, with three of his courses forming the foundation for Harvard Extension School's Real Estate Investment Graduate Certificate. His real estate courses have drawn over 7,500 Harvard students to date, and he remains committed to helping develop the next generation of real estate professionals.

He serves on multiple boards, including the Harvard Real Estate Alumni Board and the Institute of Real Estate Management's (IREM) Governing Council and is a member of real estate associations such as the Urban Land Institute (ULI), the CCIM Institute, the National Apartment Association (NAA), and the National Association of Realtors (NAR). Through these roles, Nicolais stays engaged with industry developments and maintains connections within the real estate community.

Drawing from both industry experience and academia, Nicolais brings forward-looking insights to his real estate consulting and teaching, with a commitment to advancing knowledge and innovation in the field.