



Andrew Follman

Vice President | Business Manager

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Scope of Responsibilities

Andrew Follman, CCIM, holds the position of Vice President. Primary scope of service is Tenant Representation and Landlord Representation projects. Core focus and knowledge base is the Indianapolis office market, including medical office and retail as sub-specialties. Additional service focus is the acquisition and disposition of owner/user assets and investment projects. Andrew serves as Business Manager for NAI Meridian since 2011, and served eight years on the NAI Global Office Council Leadership Committee.

Background & Experience

Andrew successfully manages transactions across the NAI Global platform for regional and national clients alike, concurrent, with nineteen years experience handling commercial real estate brokerage within the Indianapolis and Central Indiana market.

Andrew served for eight years on NAI Global's, Office Council Leadership Committee (2011-2019).

NAI Business Manager for the Indianapolis office (2011-present).

Professional Affiliations & Designations

CCIM Institute (Designee since October 2005)

CCIM Institute- Indiana Chapter

State of Indiana- Brokerage License

State of Missouri- Real Estate Sales License

National Association of Realtors (NAR)

Indiana Commercial Board of Realtors (ICBR)

NAI Global Office Council (member since 2011)

Educational Background



Evergreen State College, Olympia, WA (BA, 1994-1996)

University of Southern California (1992-1994)

Significant Transactions

ATI Physical Therapy Tenant Rep (20+ transactions); Renew Sleep Solutions, Inc (16 transactions nationally); Heather Glen MOB 56,000 sf sale- Landlord Rep American Sleep Medicine Tenant Rep (15 transactions nationally) Fortune Park Building 1&2 40,000 sf purchase- Buyer Rep The College Network 33,500 sf lease- Tenant Rep Union Savings Bank 32,000 sf purchase- Tenant Rep Howard Fry & Son 20,000 sf disposition- Landlord Rep Safedose/Accupax 16,500 sf lease- Tenant Rep Pillow Logistics 16,000 sf lease(s)- Tenant Rep Wild Birds Unlimited 13,500 (corporate HQ location)- Tenant Rep Midwest Environmental Services of Indy 11,000 sf acquisition- Tenant Rep Crawford Murphy Tilly, Inc. 10,000 sf acquisition- Tenant Rep Horizon Planning/Guardian Life Insurance 9,500 sf lease- Tenant Rep Ricoh Americas Corp/Lanier 9,000 sf lease- Tenant Rep Prudential Insurance 9,000 sf lease- Tenant Rep Women's Health Partnership 8,200 sf lease- Tenant Rep The Indiana Hand to Shoulder Center 11,500 sf lease(s)- Tenant Rep Robert Baird & Co., Inc 7,400 sf lease- Tenant Rep (multiple transactions) Focus Surgery 7,000 sf lease- Tenant Rep Health Care Systems 5,900 sf lease- Tenant Rep Insights Consulting 5,600 sf lease- Tenant Rep