



## Ray Oczak

Vice President - Tri State Region  
NAI Ruhl Commercial Company

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### Scope of Responsibilities

I work within a 100 mile radius of Dubuque, Iowa. I am licensed in Iowa, Illinois and Wisconsin. I specialize in Industrial and land, however I also work all types of commercial real estate, specializing in acquisitions, dispositions, leasing, build-to-suit transactions and land development projects. I am focused on building long term relationships with clients, based on integrity, honesty as well as superior performance.

### Background & Experience

I have 28 years of commercial real estate sales and leasing experience in the greater Chicago Metropolitan area. In my career, I have been involved in transactions representing real estate volume over \$450 million.

### Professional Affiliations & Designations

Member of SIOR - Society of Industrial and Office Realtors, the prestigious SIOR designation is recognized as one of the highest levels of sales achievement, knowledge, accountability and ethical standards in the commercial real estate industry.

Member of CCIM - Certified Commercial Investment Member, a global network of the most successful commercial and investment brokers in the industry, with members across North America and more than 30 countries.

Member of AIRE - Association of Industrial Real Estate Brokers, the largest industrial brokerage association in Illinois.

### Educational Background

BA in Finance - University of St. Thomas, SIOR Designation Classes, CCIM Designation Classes

### Significant Transactions

North Creek Business Center (40 transactions), D.R. Horton - Cambridge Homes (1,200 acres), Reinhart Foodservice, Hinsdale Hospital, Silver Cross Hospital, McNaughton Development, Chicago Tube & Iron, Diocese of Joliet, Personalization Mall, Ryan Companies, William Ryan Homes, Gully Transportation, Illinois American Water, Folz Vending Company, Pancor Development, TCB Development, Cracker Barrel, Buffalo Wild Wings, Zonta International