



## Steve Balkman

Principal/NAI Business Director  
NAI Puget Sound Properties

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## Scope of Responsibilities

Real estate advisory services with a focus on tenant representation and corporate real estate. Representation of clients also includes landlords and investors. Care is always taken to avoid assignments with a potential for conflict of interest.

## Background & Experience

One of the original four principals at NAI Puget Sound Properties, Steve Balkman has been an active player in the company's success for well over two decades. As NAI PSP's longest-tenured employee, Steve has supported clients with a variety of needs, including office, high-tech, and industrial leasing, acquisitions, and dispositions. Consistently recognized as a top producer at the company, Steve's contributed to a total transactional value of over one billion dollars. More recently, he switched gears to help grow NAI PSP's management division, assisting investors and property owners in the industrial, office, and retail property sectors. He plays a key role in both seeking new business and supporting the division's operations while continuing to offer clients broader commercial real estate advisory services as needed.

Steve became a commercial real estate broker more than 40 years ago, having taken on his first job in the field when he was fresh out of college. He enjoys working with others and helping his clients succeed; he takes the time to fully understand his client's goals and develop effective and tailored solutions that allow them to achieve the maximum benefit from their transactions. He is an expert in navigating a variety of situations relevant to real estate, regularly taking part in complex negotiations, conducting lease versus sales analyses, evaluating optimal geographical locations for client businesses, and more. Steve finds deep satisfaction in taking the uncertainty out of the real estate decision-making process for his clients and has always believed in putting his clients first, knowing that solid, long-term relationships are an invaluable part of what he does.

Steve appreciates NAI PSP's culture of collaboration. He sees his colleagues as hard-working, skilled, and experienced, and appreciates that he and his fellow brokers have the freedom to take their business in any meaningful direction that makes sense for their clients.

Steve's most memorable projects include assisting fusion research company HELION in finding a location suitable for their new R&D facility and helping an automotive industrial business park in Kirkland, WA, with a sale that achieved the highest price per square foot for that property type in the Puget Sound region.

Steve and his family have been in the Seattle area for three decades, and Steve now resides in Issaquah with his wife, Susan. They currently have four children and seven grandchildren. An avid fan of spending time outdoors, Steve heads to the mountains whenever he can: In the summer, he can be found mountain biking, and in the winter he skis and snowboards—he even teaches snow sports as a certified ski and snowboard instructor (and was recently named instructor of the year at one of the local ski schools). In addition, he's spent time coaching youth baseball and softball teams, and he regularly volunteers his time on behalf of his church as a minister and a youth group advisor; he recently finished a stint as an addiction recovery group leader.

## Professional Affiliations & Designations

CBA - Commercial Brokers Association

WSCAR - Washington State Commercial Association of Realtors

BYU Management Society

NAR - National Association of Realtors®

Seattle B2B Advisors

## Educational Background

Steve holds a Bachelor of Arts degree in International Relations from Brigham Young University and has earned the CCIM designation. He regularly participates in educational opportunities provided by NAI and Commercial Brokers Association.