

**Steve Cole, SVP**

SVP & Managing Director, NEPA

NAI Mertz of PA

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Scope of Responsibilities

Steve Cole is a broker of character. He is tenacious, honest and committed to always honoring that which he outlines. For this reason his clients tend to repeat with him as they become confident in his word and admirable capabilities. Steve is seasoned in all aspects of commercial real estate and expert in the industrial sector where he pursues ongoing education to stay ahead of the curve in logistics and supply chain management. Steve aided in the creation of the NAI Mertz Energy Services team to aid in the site selection process for a number of different energy sectors, including natural gas and solar. Steve champions a commitment to leading edge technology solutions and offers his technology expertise to the benefit of the NAI Mertz organization where he manages the technology/research department.

Background & Experience

Prior to joining NAI Mertz in 2006, Steve was an active Pennsylvania National Guard Soldier. Enlisted in 2003 he was promoted to the rank of Sergeant in 2006. Steve served an 18 month deployment in Iraq where he served as a team leader in a unit that ran convoy operations in Operation Iraqi Freedom. This experience provided a strong foundation in logistics. Steve was also responsible for communications for his company which involved computer networking, convoy communications and soldier communications with their families. Steve was additionally responsible for his platoon's interpreter which began to shape his strength in negotiations. In 2008 Steve was sent on his second deployment to Iraq where he was trained as a Striker Commander. Steve's unending thirst for knowledge including components, industries and client needs is complimented by his ability to adapt and adjust while a plan is in motion. Upon his return to the United States he was awarded with Army Commendation and Achievement Medals, as well as a Combat Infantry Badge for hard work and dedication to the mission. Steve qualified in two skills in the military, one as an Infantryman and the other as a Tank Gunner. As you might imagine, when Steve sets his site on a target he hits the mark. This is a skill he has neatly translated to realizing goals and objectives in commercial real estate.

NAI Mertz is deeply rooted in New Jersey and Pennsylvania as evidenced by their 35 years in business and Steve has been a valued member of the NAI Mertz team for nearly twelve (12) years. During this time he has disposed of more than two million square feet of space in the United States and Canada.

Professional Affiliations & Designations

Licensed Real Estate Salesperson, Pennsylvania
Member, Society of Industrial and Office Realtors (SIOR)
Member, NAI Industrial Council
Member, Council of Supply Chain Management Professionals
Member, Greater Wilkes-Barre Chamber of Commerce
Member, Northeast PA Manufacturers & Employers Association
Member, Penn's Northeast

Educational Background

United States National Guard Military Training - Communications,
Logistics, Infantryman, Tanker
Transportation and Logistics Management- American Military University
Berks Real Estate Institute

Significant Transactions

Recent Transactions (in partnership with Dave Weaver):

200,000 SF LEASED - Green Mountain Rd, Hazleton, PA

155,000 SF LEASED - Great Valley Blvd, Wilkes-Barre, PA

150,000 SF LEASED (Tenant Expansion) - Passan Drive, Wilkes-Barre, PA

121,600 SF SOLD - Oak Street, Pittston, PA

115,000 SF SOLD - Maplewood Drive, Hazleton, PA

100,000 SF LEASED (Tenant Expansion) - Passan Drive, Wilkes-Barre, PA

88,000 SF LEASED - Oak Ridge Road, Hazleton, PA

70,000 SF SOLD - Scott Street, Wilkes-Barre, PA

55,000 SF LEASED - Alberigi Drive, Jessup, PA

52,000 SF LEASED - Green Mountain Road, Hazleton, PA

50,000 SF LEASED - Stewart Road, Wilkes-Barre, PA