



Jerry Gillman

Executive Managing Director

NAI Capital - South Bay

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Scope of Responsibilities

Jerry N. Gillman is Executive Managing Director for NAI Capital's Los Angeles South Bay operations in Torrance, California. Mr. Gillman oversees 19 brokers, is responsible for recruiting and business development. He is involved in local and national corporate representation, investment sales, and strategic real estate advisory services. Having represented over 200 million square feet of industrial property transactions throughout his career, he is focused on building a South Bay industrial division and serving his elite client base.

Background & Experience

Mr. Gillman previously served as Managing Director with Newmark Grubb Knight Frank where he was one of the top producers in the South Bay office. He was ranked 1st for transactions in the manufacturing real estate sector. In 2013, he ranked 1st in his office and 3rd in the region. In 2016, he was one of the top 10% producers of all the NAI Capital agents in the entire company qualifying for Platinum Capital Club. Mr. Gillman began his commercial real estate career with Grubb & Ellis as a sales associate where he quickly rose up the ranks to Senior Vice President. There he was invited to join the Society of Industrial and Office Realtors® (S.I.O.R). During his initial tenure at Grubb & Ellis, Mr. Gillman was recognized as the top regional producer in 1986, 1992, 1994, 1996, and 1998. In 2000, Mr. Gillman joined Colliers Seeley International Inc. where he served as Senior Vice President and became a partner in the firm. While at Colliers Seeley, he was honored with the Circle of Excellence award in 2000, 2002, 2004, and 2005. Upon Colliers Seeley's acquisition, Mr. Gillman rejoined Grubb & Ellis, becoming a member of the President's Council in recognition of his significant financial achievement, high ethical standards and teamwork. He was retained in the merger between Grubb & Ellis and Newmark Knight Frank and was named Managing Director for his skill and leadership. He is a former trustee with the Palos Verdes Peninsula Education Foundation and continues to serve as President of the Palos Verdes Estates Parcourse Restoration Committee. He coached Pop Warner Football and is active in various community charity organizations. In his spare time, he enjoys cycling and watching college football. Mr. Gillman is married with three children and three grandchildren. His wife Catherine is a retired kindergarten teacher in the Palos Verdes Unified School District. His two daughters, Ashley and Lindsay are both elementary school teachers. His son Blake is an attorney for Kennerly, Laminshaw in downtown Los Angeles specializing in transactional real estate.

Professional Affiliations & Designations

SIOR

Educational Background

Mr. Gillman graduated from the California State University Northridge.