

**Nicholas Chang,
CCIM, SIOR**

Executive Vice President

NAI Capital - Ontario

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nchang@naicapital.com**Scope of Responsibilities**

Nicholas Chang specializes in selling and leasing industrial and commercial properties suitable for ecommerce, warehousing, distribution, manufacturing, and logistics in Los Angeles and The Inland Empire. In addition to single-tenant properties, Nicholas also focuses on the sales & leasing of multi-tenant industrial and office parks, as well as raw land for vertical industrial development.

Nicholas believes in putting his clients first above all else, building long-term relationships, and recognizes that his success is tied to client satisfaction and providing great service.

Background & Experience

Since the start of his career in 2002, Nicholas has averaged over 60 industrial building transaction closings per year totaling over \$650 million of aggregate commercial real estate, including the largest single-tenant industrial building sale in the Los Angeles basin in 2017, a 1.08 million square foot distribution center building in Buena Park, CA.

Nicholas is a multi-year NAI "Capital Club" award recipient and holds both the CCIM and SIOR designations.

Professional Affiliations & Designations

NAIOP - National Association of Industrial and Office Professionals

AIR - Association of Industrial Realtors®, Southern California, Advisory Board Member, Inland Empire Chapter

CCIM - Certified Commercial Investment Member Designee since 2010

SIOR - Society of Industrial and Office Realtors® - Inland Empire & Orange County Chapters - Board Member, Treasurer

NAI Capital Awards

- Largest Deal Award
- Largest Commission Award
- Most Transactions Award

Educational Background

Nicholas graduated in 1997 with a Bachelor's degree from Washington University in St. Louis, Missouri.

Significant Transactions

Centerpoint Properties - Investment Sale - 1,084,000 SF

JC Penney - Lease - 624,000 SF

World Kitchen - Lease - 636,000 SF

Steelcase - Lease - 620,000 SF

Landsberg Orora Packaging - Lease - 300,000 SF

Bridge Development Partners - Development - 277,000 SF

Panattoni Development Company Investment - Sale - 220,000 SF

ALERE Property Group - Development - 211,000

Steelcase - Lease - 180,000

Hyundai-Kia North America - Lease - 70,000