



Ian L. Richman

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Industrial Division

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Education or Qualifications

BA | Economics
Dickinson College

Affiliations or Memberships

New Jersey licensure for real estate practices

Member, TriState REALTORS®
Commercial Alliance

Board Member, Katz Jewish
Community Center

Board Member, Risk
Management Association

Advisory Council Member,
Liberty Bell Bank

Area of Expertise

Ian joined Colliers International's industrial division in 2006. He specializes in the leasing and sale/acquisition of commercial and industrial properties in Southern New Jersey. He is especially adept at developing acquisition strategies and assisting with debt placement options for buyers that require financing. Ian has much success in the sale of industrial properties by utilizing his background in finance to assist buyers in finding and then financing an acquisition.

Prior to joining Colliers, Ian worked in Commerce Bank's Commercial Lending Division where he was responsible for performing financial analysis for the bank's commercial loan portfolio.

Professional Accomplishments

- 2020, 2019, 2018, 2017, 2016 - Colliers North America/Latin America Top 10% Producer
- 2020, 2019, 2018, 2017, 2016 - Colliers Everest Industrial Sales Volume Award
- 2018, 2016, 2013, 2012, 2011, 2009, 2008 - The Bloom Organization Award for Highest Volume of Transactions
- 2016, 2011 - The Bloom Organization Award for Most Square Footage Leased
- 2009 - Colliers Highest Annual Sales Volume Increase Award
- 2006 - Colliers Rookie-of-the-Year Award

Representative Clients

Alliance HSP
Altec Industries
Audubon Savings Bank
Bloom Organization
Burton Real Estate
Cape Bank
Consolidated Electrical Distributors
Consolidated Container Company
Contemporary Graphics
CoreOne Industrial
Endurance Real Estate Group
European Metal Recycling/EMR Group
First Industrial Realty Trust
Goodwill Industries
Hajoca Corporation
Lewis-Goetz & Company
Link Industrial
M.D. Sass
MHS Lift
Nestle Waters North America
NFL Films
Ocean City Home Bank
Richelieu America
Rosdev Group
Sandton Capital Partners
Snyder's of Hanover
Soda Stream USA
Spirit Realty Capital
Stevens Real Estate
TransForce/TForce Final Mile
Velocity Venture Partners
Veroni USA
Vivint Solar
Walton Street Capital Partners
Wharton Industrial