



Principal & Director | Houston
Industrial Services

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Education & Qualifications

Communications, Southern
Methodist University and
University of Houston

Real Estate Sales Agent's
License, Texas

Affiliations & Memberships

SIOR

John Nicholson, SIOR

Area of Expertise

John specializes in industrial representation for logistics companies, manufacturing and corporate user's of space. He works with his clients to execute cost reduction strategies, multi-market transactions, site selection, build to suit projects, disposition of surplus property and overall portfolio management.

John has negotiated more than 800 transactions in his career totaling over One Billion dollars in transaction value. Responsible for assuring the client's interests are represented, John has saved his clients an estimated 20% - 25% in total occupancy cost, as well as mitigating the client's risk and exposure throughout each transaction.

Business and educational background

Before joining Colliers John was President of Douglas Development Partners.

John also served as the Executive Managing Director of Cushman & Wakefield and Senior Vice President at Transwestern during the course of his career.

Prior to the commencement of his commercial real estate career, John was a second round draft pick in the Major League Draft by the Colorado Rockies.

Professional Accomplishments

- Colliers' Top 10 Producer (2020)
- Colliers' Titan Award (2020)
- NAIOP Industrial Broker of the Year (2013)
- SIOR Biggest Industrial Deal
- CRE Most Valuable Player *Houston Business Journal* (2012)
- CRE Industrial Heavy Hitter *Houston Business Journal* (2012, 2014)
- CoStar Power Broker

Community Involvement

- St. Martin Episcopal Church Member

Representative Client and Projects

- Builders FirstSource – 275,000 SF
- Ferguson – 206,000 SF
- Frontier Logistics – 600,004 SF
- Frontier Logistics – 300,000 SF
- Igloo Products – 420,000 SF
- Kateon Natie – 524 Acres
- Michelin Tire – 665,000 SF
- Oceaneering International – 125,000 SF