



Associate | Arizona
Cooke Multifamily Team

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Education or Qualifications

Bachelor of Science
Business Administration
Colorado State University

Nicholas Solo

Area of Expertise

As an associate for the Cooke Multifamily Team with Colliers, Nicholas Solo focuses on multifamily transactions in the 20 to 50-unit range properties.

Prior to his promotion and converting over to full-time brokerage, he was a financial analyst for the team collecting and reviewing property operating data and prepared detailed property analyses for investment evaluation. Nick created financial models to support and guide acquisition and disposition decisions. He evaluated opportunities to improve the financial performance of assets, such as renovations, expense reduction, operational efficiencies and raising rents.

His tailored approach helps maximize investor value. Through in-depth analysis of sales and rent comps, demographics, and historical financial statements, Nick gauges the feasibility of investments. He also provides support for return-on-investment decisions, including IRR, cash-on-cash, and equity multiple calculations, and stays current on financial markets and financing options.

A consummate professional, Nick is thorough, analytical, detail-oriented, and committed to delivering results with the highest degree accuracy.

Professional Accomplishments

- 2020, 2019 – Member of the #2 Top Team, Colliers | Arizona
- Key role in establishing the first Latin American office for Grand Peaks in Bogota, Columbia

Business Background

Nick brings more than five years of multifamily real estate experience, with three years of underwriting and business development and two years of property management.

Prior to Colliers, he served as a business development consultant for Grand Peaks in Bogota, Colombia. Headquartered in Denver, Grand Peaks delivers a comprehensive range of multifamily real estate services.

Nick played a key role in establishing Grand Peaks' first Latin American office in Bogota, as well as developing a local management company named AUNA. He was responsible for day-to-day operations and managing the local team.

As the business development consultant, Nick underwrote and analyzed potential projects, inspected financial documents, and performed physical due diligence and inspection of potential acquisitions.

Nick sourced and structured new projects, monitored and analyzed key demographic and economic trends, and compiled weekly and monthly financial and construction reports.

The Bogota office built 6,000 square meters of mixed-use for sale condos and structured and implemented a logistics project with more than 25,000 square meters of industrial, office and commercial space.

Nick previously served as an assistant community manager and leasing consultant for Grand Peaks, Greenwood Village in Colorado.