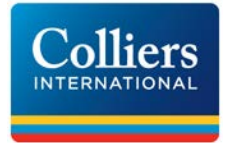




# Nicholas Solo

FINANCIAL ANALYST | MULTIFAMILY INVESTMENTS  
COOKE MULTIFAMILY TEAM



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## EDUCATION AND QUALIFICATIONS

Bachelor of Science  
Business Administration  
Colorado State University

## CONTACT DETAILS

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[colliers.com/arizona](http://colliers.com/arizona)

## AREA OF EXPERTISE

As the financial analyst for the Cooke Multifamily Team with Colliers, Nicholas Solo analyzes and underwrites each property's financial performance, breaking down and analyzing the rent roll and trailing 12-month P&L statement to determine valuation.

He collects and reviews property operating data and prepares detailed property analyses for investment evaluation. Nick creates financial models to support and guide acquisition and disposition decisions.

He evaluates 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

- Key role in establishing the first Latin American office for Grand Peaks in Bogota, Colombia

## 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.