



Rich Forslund

EXECUTIVE VICE PRESIDENT | OFFICE ADVISORY



rich.j.forslund@colliers.com

EDUCATION AND QUALIFICATIONS

B.A. Telecommunications,
Marketing & Advertising

Indiana University
Bloomington, Indiana

AFFILIATIONS AND MEMBERSHIPS

Sigma Phi Epsilon
ICBR
IAR
NAR

CONTACT DETAILS

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DIR +1 317 713 2172

Colliers International
241 N Pennsylvania St
Suite 300
Indianapolis, IN 46204

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AREA OF EXPERTISE

Rich specializes in Office leasing and sales in the Indianapolis metropolitan market. During his commercial real estate career, Rich has quickly earned a nod as one of the market's top brokers – completing over \$600 million in transaction volume and representing many of the area's most notable projects.

Rich has extensive experience on the developer / landlord side, with a strong suit in the positioning and marketing of many product / class types. He enjoys orchestrating the advantageous elements of a property in a fresh approach – to best present a property's full "unique" story.

Rich keeps a pulse on the local market and greater industry trends. Consequently, he has become a go-to subject matter expert for local and national media – including the New York Times, Indianapolis Star, Indianapolis Business Journal, and other industry publications.

Within a formal specialized team, Rich tackles sophisticated assignments with an exhaustive effort and consistent thoroughness. The team leverages in-depth market data – matched with proven strategies and strong negotiation skills – to assist clients in meeting their overall objectives. Energy, creative-thinking, and focus are notable strengths that have become part of Rich's brand and has led to many long-term client relationships.

Previously with NAI Olympia Partners, he was consistently among the firm's top producing brokers, was overall top producer for multiple years, and held a long-standing record within the firm for the most transactions within a year. Most recently he was with Summit Realty Group/Cushman Wakefield, where he was also a top producing broker and was a partner/owner.

In his free time, Rich enjoys spending quality time with his wife and three daughters, exercising, and attending live music performances.

PROFESSIONAL ACCOMPLISHMENTS

- Recipient. People's Choice Award, Visionary Project – NAIOP 2018
- Recipient. Office Broker of the Year Award, *Office Indy Team* – NAIOP 2017
- Recipient. Colliers Indianapolis –
 - Peak Performance Award 2011
 - Largest Transaction 2013
- Recipient. Indianapolis Office Power Broker – CoStar Group, multiple years
- Recipient. Office Transaction of the Year – NAIOP 2013
- Panelist. Indianapolis Business Journal (IBJ) CRE Power Breakfast 2014
- Recipient. Overall Top Producer Award – NAI Olympia Partners 2009, 2010
- Recipient. Top Associate of the Year – NAI Olympia Partners 2009, 2010
- Finalist. Indy's Best & Brightest – Junior Achievement 2014
- Member. Builders Association of Greater Indianapolis (BAGI)

COMMUNITY INVOLVEMENT

- City of Fishers Redevelopment Authority – Mayor Appointed Member
- Past Executive Board Member. Jerrell Freeman's Rise Above Foundation
- Committee Member. The Main Event, Big Brothers Big Sisters of Central Indiana
- Volunteer. Patachou Foundation
- Volunteer. Habitat of Humanity
- Volunteer. Wheeler Mission
- Volunteer. New Tech Community Mentoring Program

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REPRESENTATIVE PROJECTS		SIZE (SF)
BMO Plaza	Listing – Multi-Tenant Office	570,000
B&E Realty	Disposition	560,000
Norry Properties	Listing – Multi-Tenant Office	330,000
Castle Creek Office Park	Listing – Multi-Tenant Office	316,000
Landmark Center	Listing – Multi-Tenant Office	306,000
Kite Realty Group	Listing – Multi-Tenant Office	296,000
Amerimar Enterprises	Listing – Multi-Tenant Office	270,000
River Road I & II	Listing – Multi-Tenant Office	230,000
130 E Washington	Listing – Multi-Tenant Office	212,000
Perennial Washington St LLC	Listing – Multi-Tenant Office	201,000
College Park Plaza	Listing – Multi-Tenant Office	180,640
Bottleworks District	Listing – Multi-Tenant Office	180,000
Baldwin & Lyons	Acquisition – Corporate Headquarters	180,000
Marsh Supermarkets	Headquarters Sublease	175,000
Two North Meridian	Listing – Multi-Tenant Office	160,000
The Century Building	Listing – Multi-Tenant Office	154,000
Lexington Realty Trust	Listing – Multi-Tenant Office	150,000
Blue Real Estate	Listing – Multi-Tenant Office	150,000
One College Park	Listing – Multi-Tenant Office	137,000
Coastal Partners	Listing – Multi-Tenant Office	135,000
Visionary Park	Listing – Multi-Tenant Office	130,000
NEA Properties, Inc.	Listing – Multi-Tenant Office	115,000
Panattoni Development	Listing – Multi-Tenant Office/Medical	100,000
Terra Enterprises	Disposition – Corporate Headquarters	95,000
Wurth Group of North America	Leasing & Disposition	70,000
Citimark	Build-to-Suit	60,000
Navient	Disposition – Corporate Back Office	50,000
Young & Laramore	Acquisition – Corporate Headquarters	50,000
Norry Properties	Acquisition and Leasing	44,000
Ogletree Deakins	Tenant Representation	36,000
Project Lead the Way	Tenant Representation	34,000
Virtual Meeting Strategies	Tenant Representation	26,000
Grain Dealers Mutual Insurance	Acquisition – Corporate Headquarters	21,000
Duke Energy	Disposition	18,000