



Wade Nelson

SENIOR VICE PRESIDENT | PROPERTY TAX SERVICES



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EDUCATION AND QUALIFICATIONS

Bachelor of Science
Political Science and
Communications
Arizona State University

Registered Tax Agent
Arizona State Dept. of
Appraisal

AFFILIATIONS AND MEMBERSHIPS

Institute for Professionals in
Taxation (IPT)

CONTACT DETAILS

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AREA OF EXPERTISE

Wade Nelson is a senior vice president of Property Tax Services for Colliers International. He is responsible for growing real estate tax services and tax appeal resources within the U.S., serving Colliers' internal stakeholders and their clients, and developing new business opportunities.

Wade is dedicated to managing, controlling and reducing real estate taxes—the largest operational expense incurred by owners. He reviews real estate tax assessments issued by local tax authorities for fairness, accuracy and equity. He administers real estate assessment protests/appeals and back years tax refund claims to correct excessive tax liabilities.

Wade provides general property tax consulting and best practices to ensure effective property tax management and control.

As a strategic client advocate, Wade leverages his extensive experience in tax advisory and commercial real estate to lower property tax assessments for clients. He is responsive, communicative, thorough, innovative, effective and tenacious, with a proven track record of delivering optimal results.

His expertise encompasses office, industrial, healthcare, retail, multifamily, hospitality, and vacant land properties. Clients who benefit from Wade's services include property owners, occupiers and developers.

BUSINESS BACKGROUND

Wade has more than 30 years of high-level property tax experience, serving local developers, owners, tenants and national portfolios. He has been instrumental in developing and expanding property tax practices for prominent organizations.

Wade served as vice president and national practice leader of the Property Tax Appeal Group for Newmark Grubb Knight Frank. He built and managed a scalable property tax appeal service line to assist brokers, property managers, appraisers and clients, as well as develop new client relationships.

Previously, Wade was the managing director and West region practice leader of the Property Tax Appeal Service for Cushman & Wakefield. He led and expanded property tax services across a 16-state region, improved business processes and systems nationally, and created collaboration protocols with property management and global corporate services.

Wade's extensive background in tax advisory includes private consultancy and senior management positions with Ernst & Young, Thomson Reuters, Marvin F. Poer and Company, KPMG and Arthur Andersen.

COMMUNITY INVOLVEMENT

- Football coach for Scottsdale Argonauts youth and club, Saguaro and Chaparral High School teams
- Served in the Maricopa County Sheriff's Office Helicopter Unit and Mountain Rescue Team for 14 years