



BROKERAGE SERVICES  
**NICK TERRY**

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COMMERCIAL

## EXPERIENCE

Nick Terry joined TOK Commercial in 2021. Nick's business experience, keen analysis, focus on critical details, and superb customer care, make him a key member of our Eastern Idaho brokerage team. Nick specializes in the sales and leasing of commercial properties, including: multifamily, retail, office and industrial product.

Prior to joining TOK Commercial, Nick was a commercial lending professional with both Wells Fargo and Zion's Bank. His extensive financial services experience allows him to offer clients clear advice on structuring investments, sales, and leases to benefit each transaction's unique requirements. Nick's well-considered financial analysis, effective and tenacious contract negotiations, and understanding of key due diligence timelines are important tools that he utilizes as he represents clients in their commercial real estate transactions.

EASTERN IDAHO EXPERT



FINANCIAL ANALYSIS



SKILLED COMMUNICATOR



## SCOPE OF SERVICE

Nick assists commercial brokerage clients with the following:

- Property acquisitions & dispositions
- Buyer & Tenant representation
- Investment analysis, including: rent roll evaluation, calculating return on investment, and optimal CAP rate positioning
- Lease negotiations & renewals
- Broker Price Opinions
- Property tours
- Market competition studies

## EDUCATION AND PERSONAL

Nick is a graduate of Brigham Young University, Idaho (BYUI) and holds a bachelor's degree in Business Finance. Nick and his wife have three girls. Their family enjoys spending time outdoors, attending all of the kids' events, and playing disc golf.

