



2023 REBNY Honorees - James Nelson - The Young Real Estate Professional of the Year Award

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James Nelson

“I’m so thankful for my incredible Tri-State Investment Sales team at Avison Young, our leadership, my friends and family, and to REBNY and YMWREA for this distinguished honor. This achievement has given me the perspective to recognize those who have mentored me along the way and the need to pay it forward to growing those who are coming up in the industry. I’m most inspired to give back by sharing what I’ve learned with others and my recent book, *The Insider’s Edge to Real Estate Investing*, offers a great pathway to those insights. Thank you again, REBNY, for recognizing me in this year’s awards program.” James Nelson, Principal, Head of Tri-State Investment Sales, Avison Young.

Highly acclaimed investment sales broker James Nelson is principal and head of Avison Young’s Tri-State Investment Sales group in New York City. During his 25-year career, Nelson has sold more than 500 properties and loans totaling over \$5 billion. His accolades include being named *Commercial Observer’s* Power 100, *CoStar’s* Power Broker, and receiving the Deal of the Year award by REBNY.

Nelson is also a serial real estate investor and has launched two real estate funds with total capitalizations of over \$350 million. He is passionate about helping others achieve real estate success and offers regular training through his podcast “*The Insider’s Edge To Real Estate Investing*.” He regularly lectures at Columbia, Fordham, NYU, Wharton, and his alma mater Colgate.

Nelson’s greatest joy stems from spending time with his wife Allison and their three sons.

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