



## **JAMES P NELSON**

*Vice Chairman*  
*Capital Markets Group*  
**Cushman & Wakefield**

James P. Nelson is a Vice Chairman in the Capital Markets Group of Cushman & Wakefield, where he focuses on investment sales in the New York Metro area. Previously, James was Partner at Massey Knakal Realty Services. At Massey Knakal since 1998 and a partner since 2004, James has been involved in the sale of approximately 380 properties and loans with an aggregate value of over \$3.6 billion and, along with his team, is currently marketing over \$1 billion in properties spanning the New York Metro area. Each territory agent has a specialized knowledge of neighborhood real estate trends and property values that helps property owners, buyers, tenants, and banks make more informed decisions. James works with these agents to assist clients in the New York metro area. Cushman & Wakefield acquired Massey Knakal on December 31, 2014.

His market knowledge extends across a wide range of properties including townhouses, apartment buildings, retail stores, and development sites. He credits his success to a work ethic ingrained in him since his days as captain of his college swim team and more recently as a triathlete. Although James represents sellers, his sense of fair game, transparency, and integrity guide him to create win/win situations for both buyers and sellers. His depth of knowledge, extensive buyer outreach, and honest feedback result in properly priced properties, widest exposure to qualified, motivated buyers, an extensive inventory, the highest closing prices and timely results.

James graduated from St. Andrew's Boarding School in Middletown, Delaware in 1994 and Colgate University in 1998 where he received a degree in English.

James is a licensed New York, Connecticut, and Massachusetts' real estate broker. He also holds a salesperson's license in New Jersey and Pennsylvania.