Greysteel

FOR IMMEDIATE RELEASE

Greysteel Appoints Jakob Nicholls as Managing Director, Northwest Capital Markets

Seasoned capital markets advisor joins from Newmark to lead development of dedicated office and industrial investment sales platform across Seattle, Portland, and the broader Northwest region

SEATTLE, WA – July 2026 – Greysteel, a national commercial real estate advisory firm specializing in investment sales, debt and structured finance, today announced the appointment of Jakob Nicholls as Managing Director, Northwest Capital Markets. Based in Seattle, Nicholls will lead the build-out of Greysteel's dedicated platform for office and industrial investment sales and capital markets execution across the Northwest, including the Seattle and Portland metropolitan areas and surrounding regions.

Nicholls joins Greysteel from Newmark, where he most recently served as Managing Director and Partner on the firm's Pacific Northwest Capital Markets team. In that role, he executed institutional investment sales and supported debt placement and structured finance transactions across office, industrial, land, and other asset classes throughout the Northwest, with particular strength in distressed and value-add opportunities.

With nearly a decade of focused experience in the region, Nicholls brings deep expertise and a proven track record to his new role leading Greysteel's dedicated office and industrial investment sales platform in Seattle, Portland, and the broader Northwest. A recognized leader in the regional CRE community, Nicholls sits on the Board of Directors of the NAIOP Oregon Chapter and serves as President of the Developing Leaders Board.

He has been involved in a range of transactions with varying profiles in the Seattle and Portland metropolitan markets, including the landmark sale of Block 13 in the Spring District, a new construction office asset in Bellevue leased to Meta, Inc. on a long-term lease. He was also involved in the sale of Columbia Business Center, a $96 million land sale of 113 acres, which was the largest land sale in the Portland Metro Area at the time of sale.

"Jakob is precisely the type of entrepreneurial, market-savvy leader Greysteel seeks to drive expansion in high-potential markets," said Lacey Willard, Executive Vice President and Market Executive, Greysteel. "His deep roots and proven track record in Northwest office and industrial investment sales, combined with his desire to build and lead a dedicated platform, align perfectly with our advisor-centric model. We are excited to support Jakob as he assembles his team and delivers exceptional results for clients across Seattle, Portland, and the broader region."

"I'm thrilled to join Greysteel and build a dedicated Northwest Capital Markets platform in the Seattle and Portland markets where I've built my career. Greysteel's model gives advisors the autonomy, resources, and national reach to accelerate growth, and I'm looking forward to assembling a strong team and delivering differentiated value for clients seeking sophisticated execution in office and industrial assets."

Greysteel's appointment of Nicholls reflects the firm's continued focus on expanding its capabilities in key markets through high-caliber talent aligned with its entrepreneurial culture. The new Northwest Capital Markets platform will emphasize institutional-quality marketing and execution, supported by Greysteel's national investor relationships and dedicated operational and marketing resources.

Nicholls will be based in Seattle and will begin building his team immediately, with an emphasis on delivering go-to-market strategies tailored to office and industrial opportunities across the region.

About Greysteel

Greysteel is a premier commercial real estate investment sales and debt and structured finance advisory firm. Serving private and institutional investors across geographies and asset types, Greysteel provides a full spectrum of services, including investment sales, debt placement, equity placement, and distressed asset solutions. Founded on the principles of innovation, collaboration, and excellence, Greysteel is strategically positioned across the nation to deliver exceptional results through a seamless and comprehensive advisory platform.