



SCOTT M NURSKI, MBA

Senior Director of Multifamily Investment

SCOPE OF SERVICE EXPERIENCE

Scott has 19 years of experience in investment and multifamily brokerage, as well as experience in both development and ownership of multifamily property. He understands firsthand the balance between the operational, capital and investor needs of a multifamily asset throughout the ownership cycle. He is able to combine a real world ownership perspective with vast research and market data to provide optimal solutions and great outcomes for clients.

Scott has extensive experience at all levels of the marketing process including financial underwriting, marketing presentation, research, and investor solicitation. He has an exceptional grasp of national and local industry trends. His clients include institutions, private capital, developers and special servicers on single assets and portfolios of multifamily product.

EDUCATION

Western Michigan University, Kalamazoo & Grand Rapids, MI

- Bachelor of Business Administration—Marketing
- Bachelor of Science in biomedical Science
- Master of Business Administration—Finance

PARTIAL CLIENTS

- | | |
|---------------------------|-----------------------------|
| BELFOR | Hamilton Point Investments |
| Bender Companies | Land & Company |
| Brookside Properties, Inc | The GSH Group |
| C-III Asset Management | Mercantile Bank of MI |
| The Choice Group | MF Capital |
| Colony Capital | Miller Valentine |
| Copper Bay Homes | RPM Living |
| CRE Capital Group | Thompson Thrift Residential |
| CWD Real Estate | Trillium Ventures MSV |
| Eenhoorn, LLC | Wheeler Development Group |

TESTIMONIAL

We have been in the real estate business for over 25 years. We have worked with many, many real estate agents over the years. We worked with NAI Wisinski of West Michigan Multifamily Team on a 112 unit apartment complex. We are extremely happy with the job they did. They were extremely knowledgeable, professional and “got the deal done”. As the Sellers, we are very happy and I would recommend them to anyone wanting to buy or sell a multifamily property”.

-Kathleen Culp, B&A Development

AWARDS/RECOGNITION

Costar Power Broker—2013, 2014, 2017, 2020, 2021, 2022

Largest Multifamily Sale - 2014, 2017, 2019, 2022 - CAR

PROFESSIONAL AFFILIATIONS

Commercial Alliance of Realtors (CAR)
National Multifamily Housing Council (NMHC)

National Apartment Association (NAA)

Property Management Association of Michigan (PMAM)

Property Management Association of West Michigan (PMAWM)

Urban Land Institute (ULI)

Commercial Alliance of Realtors (CAR)
Networking/informal Events Committee

Michigan Realtors

National Association of Realtors (NAR)

PARTIAL TRANSACTIONS LIST

Battle Creek/Kalamazoo 288 Portfolio—288 units

College Hill Apartments—132 units

Cottonwood Forest Apartments—160 units
(part of 168 unit fractured condo project)

Footo Hills Apartments & Townhomes—182 units

The Gallery Apartments—56 units

Heartland Village Square Apartments—114 units

Landing Apartments—180 units

Monroe/Sterling Heights 252 Portfolio—252 units

Oshtemo 131 Portfolio—131 units

Oxford Place Apartments—306 units

Pinefield Condominium Townhomes—213 units

Ridges of Cascade Apartments—237 units