



BROKERAGE SERVICES
NICK TERRY

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COMMERCIAL

EXPERIENCE

Nick Terry joined TOK Commercial in 2021 and has quickly established himself as a high-performing commercial real estate broker in Eastern Idaho. He has completed 167 transactions totaling more than \$50.7 million, demonstrating consistent success across a wide range of property types and deal structures.

Nick brings a versatile skill set, handling leases, renewals, acquisitions, and dispositions, along with more complex transactions involving seller financing, lease options, and equity partnerships. His experience spans office, retail, industrial, and land, with a strategic focus on development opportunities and multifamily investments.

He has played a key role in transactions involving over 400 acres of commercial and development land throughout Eastern Idaho, supporting site selection, zoning, infrastructure planning, and long-term growth initiatives. Notable transactions include representing a tenant in a 10-year, 4,348 SF office lease valued at \$952,000, facilitating multifamily acquisitions in Idaho Falls, and brokering large-scale land deals enabling significant development potential.

Prior to brokerage, Nick worked in commercial lending with Wells Fargo and Zions Bank, building a strong foundation in financial analysis, investment structuring, and negotiation. This background allows him to guide clients through due diligence and deliver creative, value-driven solutions that help close deals efficiently and effectively.

EASTERN IDAHO EXPERT | VERSATILE TRANSACTION SPECIALIST FINANCIAL & CREATIVE DEAL STRUCTURING | LAND DEVELOPMENT LEADER

TOTAL TRANSACTIONS	TOTAL CONSIDERATION	TOTAL ACRES SOLD	YEARS IN BROKERAGE
167	\$50.7M	400 AC	5

SCOPE OF SERVICE

Nick assists commercial brokerage clients with the following:

- Property acquisitions & dispositions
- Buyer & tenant representation
- Landlord representation
- Land development and site selection
- Multifamily investment sales and acquisitions
- Investment analysis (ROI calculations, CAP rates, rent roll reviews)
- Lease negotiations, renewals, and expansions
- Owner-carry / seller financing arrangements
- Lease options and lease-to-own structures
- Owner contribution / equity partnership deals
- Broker Price Opinions
- Market studies and competitive analysis
- Property tours and due diligence coordination



EDUCATION AND PERSONAL

Nick holds a bachelor's degree in Business Finance from Brigham Young University-Idaho (BYUI). He and his wife are raising three daughters in Eastern Idaho, where the family enjoys outdoor adventures, supporting their kids' activities, and playing disc golf.