

# STEMMONS SERVICE AWARD



Each year the North Texas Commercial Association of Realtors® (NTCAR) recognizes one of its members with the Stemmons Service Award, an honor presented to the NTCAR member who best exemplifies the highest professional standards of a commercial real estate broker. This prestigious award is conferred on the professional who has earned the respect of his or her peers, and is an active and productive broker who successfully resolves the intricacies of bringing two parties together in a real estate transaction.

Specific considerations for this award are the nominee's participation in real estate organizations, professional and civic involvement, active production level and professional standards.

## 1997 RECIPIENT

Nick Nicholas, President  
Nicholas Co.



*"Keep your word – even when it hurts. Give back – not just your money but also your time – help young people, they're the future of our business and our community."*

Nick was eager to enter the world of politics, working on former Dallas Mayor Wes Wise's election campaigns and then Gerald Ford's, after graduating from the University of North Texas with a degree in political

science. However, the campaigns provided only temporary opportunity and employment, and he was soon faced with long-term career decisions. Nick had been introduced to real estate legend Trammell Crow by Mayor Wise and asked Mr. Crow for a job. Mr. Crow told Nick that he needed significant experience before working for the Crow company and suggested that he learn the ropes in residential real estate. Nick got his salesman's license and starting selling houses in 1976; in 1978, Nick started Nicholas Co.

## BREAKOUT PLAY

*"My breakout transaction occurred circa 1979. Having been in the real estate business approximately three years, I built my first small office building and discovered how satisfying it was to create a building from concept to reality—and how financially rewarding it could be. Even though I made a number of mistakes during development, the process was a tremendous confidence-booster."*

## TOP ACCOMPLISHMENT

*"My greatest business accomplishment is not a singular event, but rather my demonstrated ability to adapt to the ever-changing commercial real estate industry in Dallas, Texas and to continue to be a relevant (and solvent) market participant for over three decades."*

and has been involved in the commercial real estate business since.

Nick's experience is diverse and inclusive, including sales and leasing, site selection and planning, financing, development, construction, marketing, and management of office, retail, industrial, and other business properties, creating millions of dollars of investment properties, both for clients and himself.

Nick is always willing to counsel young people eager to enter or progress in the real estate business. Nick remains president of Nicholas Co. and is actively engaged in real estate investing, development, brokerage, counseling, appraisal, expert witness services, and litigation support. ■



Nick Nicholas with sons Nate (left) and Drew (right)