

Who are NAIOP Members?

NAIOP delivers the right professionals from the right companies to grow your business. Our members are decision-makers from top companies, making NAIOP an essential investment for anyone who wants to reach commercial real estate.

NAIOP members represent **all professions** in the commercial real estate development industry:

40% Developers / Owners / Investors / Asset Managers

21% Architects / Engineers / Contractors and Related

15% Brokers

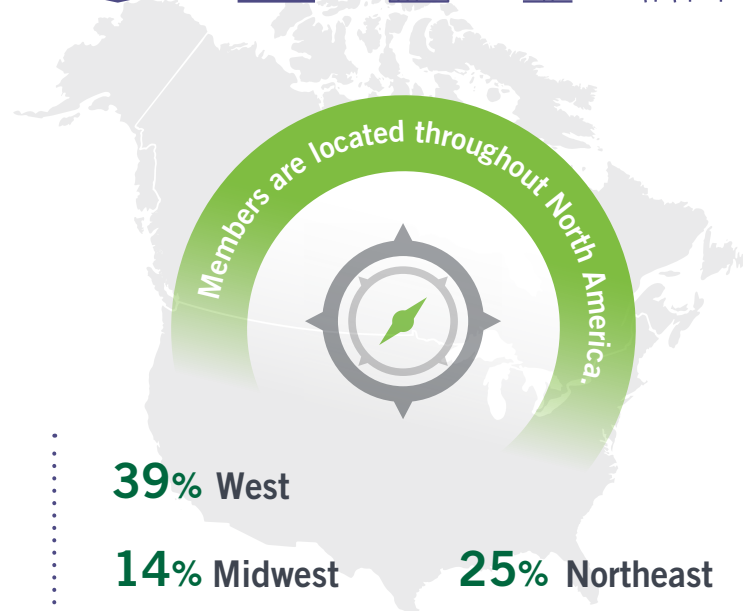
11% Accountants / Attorneys / Consultants

13% Financiers and Other: EDCs / Title Companies / Property Managers

70% of NAIOP members are in senior management at their companies.

NAIOP Members

- ➔ Are primarily involved in **industrial** and **office** real estate.
- ➔ Also work in **retail**, **mixed-use**, **multifamily** and **medical/life science** real estate.



39% West

14% Midwest

10% Canada

25% Northeast

14% South

For more information on growing your business with commercial real estate, contact: