

Professional Profile



Sally DeLair Commercial Advisor

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CAREER SUMMARY

Sally has over 30 years of real estate experience during which she has built a large client portfolio consisting of tenants, owners, landlords and developers in the acquisition, disposition, and leasing of their real estate assets. Her primary focus is retail brokerage including leasing, sales and site selection. She has additional expertise in non-profit assignments and all other commercial venues.

EDUCATION

University of Nevada-Reno

Bachelor of Arts Degree, Social
Services and Psychology

PROFESSIONAL AFFILIATIONS

- Recognized in the Midwest Real Estate News Commercial Real Estate Hall of Fame (2020)
- REALTORS® Association of Lincoln, Member
- NAI Global Retail Council, Member

BACKGROUND AND EXPERIENCE

Sally's career in commercial sales, leasing and property management began in 1985. She provided real estate services to customers in Nevada and Arizona before joining NAI FMA Realty in 1996.

CIVIC AFFILIATIONS

- Lincoln Community Playhouse, Past Board Member
- Goodwill Industries Serving Southeast Nebraska, Inc., Board Member
- First Plymouth Church, Past Women's Ministry Board

SIGNIFICANT TRANSACTIONS/CLIENTS

- Exclusive representative of Ameritas Life Insurance Corp. on 50,000 square foot retail center
- Retail leasing representative and transactions for local and national companies such as: Little Caesars Pizza, Lan House Restaurants, and Freddy's Frozen Custard
- Site selector and leasing representative for: Graham Tire, Firehouse Subs, and Amigo's
- Representative for all Lincoln retail and warehouse locations for Goodwill Industries Serving Southeast Nebraska, Inc.
- Sales representative for convenience store redevelopment for EZ Go (Lawton, OK)
- Represent non-profit organizations such as Center for People in Need, Houses of Hope, CenterPointe and The Greater Kansas City Community Foundation
- Represented Telesis, Inc. in its purchase of the former Meadow Gold facility in downtown Lincoln for a mixed-use project
- Represented Leo Family Properties in investment acquisition and multiple restaurant locations
- Relocation and expansion of Open Harvest Cooperative Grocery from its 45-year location
- Site selector for Don't Panic Labs software development
- Represented the landlord, Las Brisas Land Development, in the leasing of its 350,000 SF industrial facility



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