

# Nancy Surak



## MEET NANCY

Nancy Surak is a Senior Advisor and Managing Broker for Land Advisors Organization's Tampa Bay office. She has more than 25 years of experience in commercial real estate, specializing in land brokerage since 2005 and earning recognition by Land Advisors Organization as a top producer since joining the firm in 2015.

Nancy is known for her expertise in transactional negotiations and marketing. Her in-depth understanding of the Tampa Bay land market and the objectives of the parties involved in the deals she is working with allow her to secure the best terms for her clients while ensuring the other party also values and trusts her input. One of the important tools that Nancy has at her disposal is Land Advisors Organization's proprietary technology, which maps growth trends, area transactions and land development. Combined with her knowledge of the market, technical understanding of transactions and communication skills, she stands apart from others in the Tampa Bay CRE sphere and has established herself as a trusted advisor, which has allowed her to successfully negotiate and close on many of the most significant land deals in the area.

Nancy has become one of the most trusted land advisors in Florida thanks to her ability to not only anticipate and navigate complex transactions, but importantly, her ability to maintain the confidentiality of a deal as the parties are working it. Where many brokers may want to brag about being involved with a major deal, Nancy keeps it 'close to the vest' to protect the parties involved and give them the time required to work through the details and terms by keeping it confidential – she is keen on protecting her clients and the integrity of the deal first, rather than seeking notoriety for her involvement in high-profile transactions.

*As seen in...*

**yahoo!**  
finance

FLORIDA'S NEWSPAPER FOR THE C-SUITE  
**Business  
Observer**

**REALTOR**  
MAGAZINE

COMMERCIAL  
CONNECTIONS

**83**degrees

Tampa Bay  
**Times**

TAMPA BAY  
**Business  
Journal**

**GlobeSt.com**

**CATALYST**

**tb**  
REPORTER

*Nancy's sold...*

**6,100+**  
MULTI-FAMILY LAND UNITS

**\$425+ MILLION**  
IN LAND REAL ESTATE

**13,500+**  
SINGLE FAMILY LOTS

# Professional Involvement

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Nancy chaired the Urban Land Institute (ULI) Tampa Bay's Woman's Leadership Initiative from 2016-2019 and is former member of ULI Florida's Urban Development Mixed-Use Product Council. She's the past President of the Tampa Bay Real Estate Investment Council, is a Certified Commercial Investment Member (CCIM), and holds the REALTORS® Land Institute's Accredited Land Consultant (ALC) designation. She's also served on the Board of Directors of the Florida Gulfcoast Commercial Association of REALTORS®, Leadership Tampa Bay, and the Pasco County EDC.

Nancy taught real estate management at The University of Tampa and has spoken at industry events, including the National Association of REALTORS® Conference, ULI Florida Summit and Tampa Bay Trends Conferences, the annual NAIOP Tampa Bay broker update, and Tampa Bay Contractors, Closers & Connections.



# Awards and Recognition

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Nancy was named the Top Woman Land Broker in the nation by the REALTORS® Land Institute in 2021 for sales volume and is consistently ranked among the top commercial real estate brokers in the Tampa Bay area year after year. She was awarded the 2021 Best Real Estate Deals Community Impact Award by the Tampa Bay Business Journal and named a 2021 Woman to Watch in Commercial Real Estate by GlobeSt.com. She was a finalist for NAIOP Tampa Bay's Land Deal of the Year 2018 and was named the Top Woman in Florida Commercial Real Estate by the Florida Real Estate Journal.

The Florida Gulfcoast Association of Commercial REALTORS® awarded her Overall Deal of the Year in 2020, 2018, and in 2014 and Land Deal of the Year in six of the last ten years. In 2020, she was named #1 in National Land Sales. Nancy was also awarded the Sales Transaction Excellence Award from CREW Tampa Bay, an association of professional women in commercial real estate.



# Let's Connect

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[SHESWILDTHEPODCAST.COM](https://www.sheswildthepodcast.com)

**Nancy speaks and offers commentary on:**

- Tampa Bay Land & Commercial Real Estate
- Trends in Commercial & Large Residential Land Transactions on the West Coast of Florida
- What She's Learned Since Starting Her Podcast, She's WILD
- Women Empowerment in Commercial Real Estate

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