THRIVING UNDER FORTY

NAIDB vice president advises clients beyond the transaction

Chris Chiusolo draws on diverse experience to build a $100M+ track record in commercial real estate

Which transaction are you most proud of closing to date, and what made it so significant?

While there are several that rank high for me – including the Best of 2025 Most-Unique Industrial Sale involving the $18.2 million closing on a 50,400 s/f warehouse property in NJ – I would have to say arranging the sale of a newly constructed 26,500 s/f state-of-the-art Central NJ warehouse and office facility as part of a NAIDB multi-phase representation. Demonstrating the firm's internal synergy, we brought this Class A industrial asset from site acquisition and redevelopment to marketing for lease and, ultimately, the successful sale in an off-market disposition. It was multi-tiered and required extensive innovative thinking.

Chris Chiusolo
Vice President
NAI Dileo-Bram & Co. (NAIDB)

Years with company/firm: 1.5

Years in field/Industry: 8

Real estate organizations / affiliations:

IOREBA and NAIOP

In what ways are you driving value for your company and shaping the commercial real estate market?

My contributions come down to combining an entrepreneurial mindset with a high-touch, client-first advisory approach. Joining NAIDB with a diverse background in start-ups, property management and construction allows me to advise clients holistically – looking beyond the physical footprint to understand how a facility or asset impacts their overall business operations.

Having closed more than $100 million in commercial transactions across New Jersey, I strive to contribute to NAIDB's growth by bringing high energy, kindness, modern marketing strategies and strict integrity to every assignment. To the broader industry, I aim to represent the next generation of leadership by showing that sustained success in CRE is built on fostering genuine, long-term partnerships.

What core qualities and personal strengths drive your success in this industry?

Success in this industry boils down to three critical skills: active listening, likeability and adaptability. Being open-minded and understanding client needs at a deeper level is essential. A property that looks perfect on paper might not feel right for the day-to-day – and that's okay. Likeability also matters. Real estate transactions can be stressful, and while professionalism always comes first, people generally prefer working with someone they trust and enjoy working with. Being able to remain firm when necessary while treating people with kindness goes a long way. Adaptability allows you to pivot quickly, identify alternative opportunities down the road and seamlessly align with what the client actually wants. True representation requires listening twice as much as speaking, breaking down that information and responding with strategy rather than sales pitches.

Which professional or personal obstacles tested you most along your way to success?

The biggest challenge was the steep learning curve of commercial real estate early in my career. Emerging as a young broker means you are constantly competing against decades of established relationships. To overcome that, I had to out-prepare, out-work and out-listen the competition.

Another key obstacle was learning how to adjust the sails when deals didn't go according to plan. In brokerage, you quickly realize that unexpected roadblocks are standard operating procedure. Developing resilience, remaining open-minded when a property or strategy falls through and staying hyper-focused on long-term client relationships rather than short-term wins were crucial hurdles to clear. Overcoming those early tests shaped **the professional I am today.**

What role has mentorship played in shaping the broker you are today?

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Thriving Under Forty

Jared Licht
Vice President
NAI Mertz

Years with Company/Firm: 9
Years in Field: 9
Years in Real Estate Industry: 9

Who or what has been the strongest influence in your career?
My father, Jeff Licht, has been the strongest influence on my career. He's spent 40 years in commercial real estate, 30 of them at NAI Mertz, and has registered more than $1 billion in aggregate transaction volume over that time. What's shaped me most, though, isn't the numbers — it's watching his commitment to excellence and to his clients' success, day in and day out. That example set the standard I hold myself to.
What were some of your early goals and did anything happen to change them?
Early in my career, my main goal was to learn as much as I could about the market and establish myself — putting in the time to understand submarkets, build relationships, and get a real feel for how deals come together.
Now that I've built a track record of success, my goals have shifted. I'm focused on taking on more complex deals and leveraging the NAI Global platform to expand the geographic reach and range of services I can offer my clients — giving them access to a broader network and deeper resources as their needs grow.
What inspiring word of advice would you give to a young executive graduating from college today?
My advice would be to focus on learning before earning. In the early years, invest your time in truly understanding your market and in building strong, genuine relationships, because that foundation is what everything else gets built on. Track record and trust take time to earn, and there's no shortcut around putting in the work.
Find someone you respect who's already doing it well and pay close attention to how they operate — their discipline, their commitment to clients, the way they handle both wins and setbacks. I was fortunate to have that example close to home, and it shaped how I approach every deal.
What is your greatest professional accomplishment?
My greatest professional accomplishment has been achieving NAI Global Top

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Sandro Randazzo
Vice President
NAI Mertz

Years with Company/Firm: 1
Years in Field: 10+
Years in Real Estate Industry: 10+
Real estate organizations / affiliations: Licensed Real Estate Salesperson (NJ & PA); CoStar Power Broker

What is your greatest professional accomplishment?
Building the in-house leasing department for a prominent regional industrial and shopping center landlord from the ground up. I was responsible for an 8-million s/f portfolio of multi-tenant industrial assets across Southeast Pennsylvania and Southern New Jersey, and over my tenure the department completed more than 1.2 million s/f of lease transactions, generating over $50 million in lease value. Watching that platform grow from nothing into a real value driver for ownership and occupiers alike is the accomplishment I'm most proud of.
How do you contribute to your company and/or the industry?
With more than a decade of experience across asset classes throughout the Northeast and Mid-Atlantic, I've built a specialized focus on industrial real estate, representing landlords, tenants, buyers, and sellers throughout the Philadelphia MSA. Joining NAI Mertz as Director in 2025, I bring institutional landlord-side leasing experience — including building and running an in-house leasing platform — to help strengthen the firm's industrial practice and deliver a relationship-driven, results-focused approach for our clients.
Tell us how and when you began your career in the profession you are in, about your current position, and why you chose the field/profession you are in today.
My career began in landlord representation, working directly with industrial and shopping center owners across the Northeast and Mid-Atlantic. Early on, I had the opportunity to found and lead the in-house leasing department for a prominent regional landlord, building a team and process to manage 8 million s/f of multi-tenant industrial assets essentially from scratch. That experience is what drew me deeper into industrial real estate — I saw firsthand how much value the right leasing strategy and tenant relationships could create for ownership. In 2025, I joined NAI Mertz as Director, where I now focus on landlord/tenant and buyer/seller representation in the Philadelphia MSA, building on that industrial specialization.

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