

FURMAN

CAPITAL ADVISORS



PETER COUCHELL, CCIM

Managing Director/Shareholder

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Scope of Service Experience

Peter focuses on investment sales consisting of industrial, light industrial (flex), medical, office and single tenant retail, multi-tenant retail and grocery anchored properties.

Education

B.S. in Financial Management, Clemson University, 1997

Background & Experience

Upon completing his education at Clemson University, Peter began his professional career with NAI Earle Furman in 1997, where he honed his expertise in Sales & Leasing. He later founded NAI Earle Furman's investment and capital markets division "Furman Capital Advisors" and holds the position as Managing Director. Peter's distinguished career is marked by his direct involvement in orchestrating more than 1,000 commercial real estate transactions, amassing a cumulative value in excess of \$1 billion. His professional portfolio encompasses a broad spectrum of responsibilities, including but not limited to, strategic real estate acquisitions, dispositions, 1031 Exchanges, comprehensive portfolio and asset management, as well as adeptly navigating loan workouts across a variety of property sectors within the United States.

Peter's unique blend of real estate acumen and financial insight has consistently delivered substantial benefits to the clientele of Furman Capital. His adeptness in financial analysis and transaction structuring is pivotal in aligning with clients' fiscal goals. Peter is committed to providing an extensive array of financial services, which encompasses detailed financial modeling, meticulous due diligence, lease abstraction, real estate valuations, and efficient loan sourcing, among others.

In 2003, Peter was awarded the prestigious CCIM (Certified Commercial Investment Member) designation, further solidifying his expertise in the field. He became a shareholder with NAI Earle Furman in 2006, and currently serves on the Executive Committee of NAI Earle Furman. Moreover, Peter's entrepreneurial spirit led him to co-found Appian Investments in 2015. This real estate investment fund was established with the objective of leveraging property investments to generate exceptional returns for its stakeholders. Through its strategic initiatives, Appian Investments which is currently on its 4th fund, has successfully initiated or facilitated the acquisition and development of over 40 real estate assets, with total investments surpassing \$500 million.

Professional Accomplishments, Affiliations & Designations

- CCIM (Certified Commercial Investment Member) since 2003
- NAI Global Top 25 Producer Worldwide (out of ±6,000): 2020, 2021
- NAI Global Top 40 Producer Worldwide (out of ±6,000): 2014 - 2016, 2019
- NAI Global Top 50 Producer Worldwide (out of ±6,000): 2023
- NAI Earle Furman – Company Top Producer: 2009 - 2016, 2019, 2020, 2021
- CoStar Power Broker Award – Top Sales Brokers: 2008 - 2022
- Active Member in the CCIM South Carolina Chapter
- NAR (National Association of Realtors)
- SCAR (South Carolina Association of Realtors)
- GGAR (Greater Greenville Association of Commercial Realtors)
- Real Estate Board – Former Member of Steering Committee
- Former Member North Greenville Rotary
- Commercial Investment Real Estate Institute

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