



Career Highlights

Daniel J. Nickless

Daniel J. Nickless is a thirty-year veteran of the Colorado real-estate market. Prior to partnering with Bill Swalling at Actual Communities and Waters' Edge development he most recently served as the Land President for Lennar Colorado, a position he assumed after the merger of Lennar and CalAtlantic Homes. In this capacity he was responsible for land and product strategy and acquisitions and dispositions of land for Colorado.

Prior to Lennar's acquisition of CalAtlantic, Dan served as the only Division President for CalAtlantic's Colorado operation based in Denver. CalAtlantic was a combination of Ryland Homes and Standard Pacific Homes. Dan led the Ryland division as President for eight years prior to the merger with Standard Pacific. As division president, Dan was responsible for integrating the two divisions of Ryland and Standard Pacific Homes and selecting the senior staff, for the combined entity. He was responsible for strategic planning and directing the division's overall operations including approximately 750 home closing each year and oversight of 30 actively selling communities which they developed internally.

As President, his passion focused the division's local emphasis on sustainable development and energy efficient homes primarily targeted for aging Boomers and Millennials. He received recognition from the U.S. Environmental Protection Agency's 2013 *Leadership in Housing Award*. He and his team received the Silver Award from the National Association of Homebuilders and the Gold Award from the Home Builders of Metro Denver (HBA) for Best Attached homes, which is an innovative patio home product targeted for aging in place. In addition, the team was recognized with the Gold Award from the HBA for the Best "Green Home" created at Ryland. While at CalAtlantic his leadership created the "Community of the Year" HBA MAME award winner for the redevelopment of Green Gables Country Club.

Prior to joining Ryland Dan was a co-founder and President of a private development and general contracting and consulting firm FPC Development.

Before the recession, Dan served as President of Capital Pacific Homes of Colorado for 6 years. He managed the division from a startup into a top ten builder in the Colorado market. He also served for 13 years as the President and COO for The Writer Corporation, a publicly held developer and builder and was instrumental in the sale of that organization to Standard Pacific Homes. Writer Corp was visionary



and set the standard for community development and quality home construction and design. After the sale, he served for 2 years as the Division President for their Colorado operations.

Dan has overseen in the acquisition and completion of over 75 communities. He has been a featured speaker at several local and national conferences, including the International Builders Show (IBS) on topics of house design for aged targeted buyers, and Millennials. In 2019 he was a featured speaker at the national AICPA conference on the topic of Real-estate Land Development trends.

Dan is a Certified Public Accountant (inactive) and began his career with KPMG Peat Marwick after earning his bachelor's degree in accounting with a marketing emphasis from Metropolitan State College of Denver.

Dan is active in his community:

- serving currently on the board of Catholic Charities
- previously for 2 four year terms on the Board of Catholic Charities,
- two terms on the Archdiocese of Denver Housing Authority, and
- served two terms on the Board of Directors for the Denver Home Builders Association

He has been active as a coach in youth athletics.

Dan and his wife Kristy, of 38 years, boast three, 4th generation, Colorado native children and the start of their 5th generation with three grandchildren.