



Jeff Jiovanazzo Vice President, NAI Welsh

Representing landlords, tenants, buyers, and sellers, Jeff Jiovanazzo possesses the skills and market knowledge of a successful sales and leasing professional in the Industrial Leasing and Brokerage Division of NAI Welsh. Since joining NAI Welsh in 1998, Jeff has focused on leasing and selling industrial property and land in the southwest suburbs of the Twin Cities market. Jeff is consistently one of our top brokers in terms of total consideration and transaction volume, completing in excess of 50 transactions per year.

In working with owners, Jeff prepares presentations, gathers market information as it relates to the owner's property, provides comprehensive reports regarding sale or leasing activity, conducts property showings and negotiates sale/lease terms on behalf of the seller/landlord. Currently, Jeff's portfolio includes fifty-one buildings consisting of more than two and a half million square feet of space.

Success Stories

Tenants also rely on Jeff's expertise to assist them with site searches, space plan development, lease negotiation and the facilitation of move-in. For example, Jeff represented Cell Computing in their recent relocation to Minnetonka. During the transaction, Jeff dealt with local Cell Computing executives, corporate executives in San Jose, California, and partners of Cell Computing's controlling corporation, Panasonic/Fujitsu, in Tokyo, Japan.

Education and Training

- Bachelor's Degree, Financial Economics, Gustavus Adolphus College

Professional Memberships

- Minnesota Commercial Association of Realtors (MNCAR)
- NAIOP

Representative Client List

- RREEF
- UBS
- First Industrial Realty Trust
- GSB Development
- High Street Equity Advisors
- Arthur Goldner & Associates

Awards

- CoStar Power Broker
- NAI Welsh "Best of the Best"