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Michael L. Gelfman Vice President, NAI Welsh

As a part of the NAI/Welsh team, Michael Gelfman focuses on owner representation, tenant representation and sales to investors and owners of real estate. His consultative approach and successful track record has earned him the respect of his peers as well as his clients throughout the Twin Cities metropolitan area.

Mike's in-depth knowledge and understanding of the local commercial real estate market along with his tireless work ethic ensure his clients make smart real estate decisions. He accomplishes this through a clear understanding of his clients' objectives as he implements a thorough strategy within every detail of the assignment.

Mike has completed over 400 transactions with a total consideration of \$600 million and is currently involved in the leasing efforts of 700,000 square feet of office space in the West and Southwest suburban markets. His systematic method of prospecting and identifying new tenants for his buildings has proven to be beneficial to owners such as GE Commercial Finance, Investcorp, TIAA, Devon Properties and local entrepreneurial owners.

Mike is proud to be a board member of the Minnesota Commercial Association of Realtors (MNCAR) and also serves on its Executive Committee. As Past-President of the Minnesota Commercial Property Exchange (MCPE), Mike was responsible for guiding one of the nation's most comprehensive commercial real estate research databases.

Professional Affiliations

- Executive Board Member of Minnesota Commercial Association of Realtors (MNCAR)
- MNCAR Public Relations Chair
- Past President, Minnesota Commercial Property Exchange (MCPE)
- Arbitration Board Member, Minnesota Association of Realtors (MNAR)

Representative Client List

- Investcorp
- GE Commercial Finance
- Teachers Insurance and Annuity Association (TIAA)
- Edina Financial Services (Edina Realty)
- Executive Suites of Minnesota
- Digiener, Inc.
- Coolibar, Inc.
- US Compliance
- CENTEX Homes
- Hamline University
- Eden Prairie Schools
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