



## Kelsey Gregory Financial Analyst, WelshInvest

Kelsey Gregory supports the acquisitions, dispositions, asset management, and development departments of WelshInvest as a Financial Analyst. She provides in-depth underwriting and analysis of potential purchase and sale transactions and is responsible for year-end valuations of Welsh's portfolio.

Creating development models for various property types that include budgeting construction costs and assuming financing, Kelsey produces detailed proformas to evaluate development opportunities. She possesses strong market knowledge and stays up-to-date on current economic trends, making her an invaluable member of the team.

Prior to joining Welsh, Kelsey held internships with the Tax Increment Financing Division of the Minnesota State Auditors Office and the Siting and Land Rights division of Xcel Energy.

Kelsey is actively involved in a variety of industry associations. A member of the National Association of Industrial and Office Properties (NAIOP), she is part of the Developing Leader and Mentorship Committees. She also serves as Chair of the Mentorship sub-committee, holding responsibility for the leadership and on-going development of the program. Kelsey is also responsible for producing quarterly newsletters for the University of St. Thomas Real Estate Alumni Association.

### Education and Training

- Bachelor of Arts, University of St. Thomas Opus College of Business, Financial Management
- Bachelor of Science, University of St. Thomas Opus College of Business, Real Estate Studies

### Professional Memberships

- University of St. Thomas Real Estate Alumni Association
- NAIOP Developing Leaders and Membership Committees  
- 2010 Mentorship Committee Chair