

“We needed to move and were willing to look at all of our options. . . Thanks to Craig’s diligence, we were able to sign a purchase agreement within five months of our initial contact with Craig.”

John Langlais, Vice President, Industrial Fabrics Association International



952.837.3055 direct | clien@welshco.com

Craig K. Lien Vice President, NAI Welsh

With more than 25 years of experience in commercial real estate, Craig Lien brings a seasoned perspective to every transaction he directs. Since joining NAI Welsh in 1992, Craig has overseen a portfolio of office and industrial properties in Saint Paul and the East Metro area. Over the years, Craig has represented hundreds of clients ranging from small properties to those totaling over 670,000 square feet. Along the way, Craig has established strong relationships with property owners and the brokerage community.

Success Stories

Craig’s in-depth knowledge of the local market makes him a valuable resource for owners who make critical business decisions. Craig completed a feasibility study for a Fortune 500 company that was considering a manufacturing/distribution facility to serve the entire western United States. He also provided consulting services for the development of Cottage Grove Industrial Park and listed 375 acres of land located within the park.

Craig has demonstrated his versatility in many ways. He has worked with the user of a large office building, helping the tenant explore a lease versus purchase option that resulted in the purchase of the building. Additionally, he has been the leasing representative for the 670,000 square foot First National Bank Building in St. Paul and the 400 and 401 Minnesota Life buildings totaling over 900,000 square feet. Craig is currently working with a national developer on the project plan and leasing of a 700,000 square foot, mixed use business park in a St. Paul Suburb.

Professional Memberships

- National Association of Industrial and Office Properties (NAIOP)
- Minnesota Commercial Association of Realtors (MNCAR)
- St. Paul Building Owners and Managers Association (BOMA)

Representative Client List

- Goodwill/Easter Seals
- 3 M
- Valspar Corporation
- St. Paul Chamber of Commerce
- Ramsey County
- Minnesota Mutual Life
- Bremer Financial Services
- OPUS
- Carlson Real Estate Company

Service

- Former St. Paul BOMA Board
- St. Paul Chamber ED Committee
- Former MEDP Board and Executive Committee
- Transfiguration Church Council
- Mayor Coleman’s LRT Task Force