



Kevin D. O'Neill Senior Vice President, NAI Welsh

With more than 19 years of experience at NAI Welsh, Kevin O'Neill consistently ranks among our top performers in leasing and brokerage. Kevin's in-depth market knowledge allows him to help corporate clients and evaluate their real estate requirements and develop strategies to lease and purchase office properties on a local or national level. Kevin has represented hundreds of clients over the years with transactions ranging from small properties to those totaling more than 100,000 square feet. However, matching the right tenant to the right property is what Kevin does best. Kevin has completed more than 1,500 lease and sale transactions totaling in excess of over 6,000,000 square feet of space with total consideration of more than \$1 Billion.

Success Stories

Kevin represented a medical software firm that wanted to own versus lease. Kevin identified a 69,000 square foot building that ideally suited his client's needs, and the software firm purchased the building at a very attractive purchase price.

Kevin assisted a national accounting firm in relocating to approximately 90,000 square feet. They were able to negotiate significant concessions and very attractive build out package, and relocated to one of the premier buildings in the Twin Cities.

Kevin assisted a national software firm with subleasing their corporate headquarters of 60,000 square feet and relocating to a very cost effective sublease of 27,000 square feet. The client was able to realize a significant reduction in its rent.

Kevin provides strategic real estate advice that is based on his thorough market knowledge and extensive experience. He is able to utilize his financial skills to negotiate outstanding solutions for his clients.

Kevin resides in Minneapolis with his wife Catherine and enjoys coaching his three children.

Education and Training

- Graduate, University of Notre Dame
- Master's of Business Administration, Finance, University of Minnesota, Carlson School of Management

Professional Affiliations

- Member, National Association of Industrial and Office Properties (NAIOP)
- Board of Directors and President, Minnesota Commercial Association of Realtors (MNCAR)

Representative Client List

- Softbrands
- Baker Tilly
- ABC Disney
- Acist Medical Systems
- Hamline University
- KDV Accounting