



952.897.7725 direct | mmperkins@welshco.com

Michael M. Perkins, CCIM, SIOR Senior Vice President, NAI Welsh

Mike Perkins brings more than 22 years of experience in sales, leasing and development to NAI Welsh. During his distinguished career, he has directed more than 1,800 real estate transactions totaling more than \$1 billion. Mike has been a member of the Welsh team since 1985. He focuses on real estate planning for both tenants and building owners throughout the Twin Cities. In-depth market knowledge and the ability to facilitate a successful transaction make Mike a true industry leader.

Success Stories

As a Tenant Representative, Mike has successfully represented his clients throughout the Twin Cities market as well nationally and internationally. Clients that have benefited from his experience include Larkin Hoffman Daly & Lindgren, the largest suburban law firm in the metro area, Miller Johnson Steichen & Kinnard in the new Downtown Headquarters, Boulay Heutmaker Libell & Co. in their relocation and Jostens Corporation, managing thirty-five leases around the country.

Mike managed the development of the new 350,000 square foot Eden Prairie headquarters for Lifetouch. As a repeat client, Lifetouch relied on Mike's expertise to acquire the land, select the architect and general contractor, and manage the entire project from development to move-in. He also developed a 120,000 square foot publishing building for Lifetouch in Kansas City, Missouri.

Mike provides his clients with an expertise in real estate asset management, leasing, sales and development and acquisitions

Education and Training

- Certified Commercial Investment Member (CCIM), 1993
- Society of Industrial Office Realtors (SIOR)

Professional Memberships

- National Association of Industrial and Office Properties (NAIOP)
- Minnesota Commercial Association of Realtors (MNCAR)
- National Association of Realtors (NAR)

Representative Client List

- US Bank
- MJSK
- Larkin, Hoffman Daly & Lindgren
- Boulay Heutmaker Zibell & Co.
- Jostens
- Lifetouch