



## William J. Ritter, CCIM, SIOR Senior Vice President

A proven leader in NAI Welsh's Leasing and Brokerage Division, Bill Ritter is a 26 year veteran of the company whose list of long-term clients speaks volumes. He consistently ranks among NAI Welsh's top brokers.

Bill represents clients in leasing and sales of industrial/office/showroom properties and land. He has directed transactions on behalf of thousands of clients over the years, for over 30 million square feet of space and 1,000 acres of land. Bill offers an honest, straightforward approach combined with exceptional market knowledge. Bill leads a team which includes 12 brokers, 2 research and 2 marketing specialists, and 3 administrative assistants. With this team Bill is able to provide extensive market coverage along with accurate and time sensitive information, reports, statistics, and analysis.

Matching a company to the right property at the most favorable business and financial terms is what Bill does best. He has secured his clients' facilities by aggressively canvassing the market to identify "on" and "off" market opportunities, always cognizant of a property's underlying debt structure, underwriting parameters, and an owner's disposition strategy.

Bill's success in the disposition of an 185,000-square-foot office building owned by Best Buy translated into a highly complex series of transactions which included the sale leaseback of this building, subsequent sub-leasing of the property, and the acquisition and demolition of another office building to make room for the Eden Prairie Best Buy retail store.

### Education and Training

- Certified Commercial Investment Member (CCIM) Designation
- Society of Industrial and Office Realtors (SIOR)
- Hamline University, Bachelor of Science

### Professional Memberships

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

### Representative Client List

- Minntech Corporation
- Starkey Laboratories
- 3M Corporation
- Cenex Harvest States
- Lifetouch
- L1 Identity Solutions