



William J. Ritter CCIM, SIOR

SENIOR VICE PRESIDENT
Minneapolis-St. Paul



bill.ritter@colliers.com

EDUCATION

Bachelor of Science,
Hamline University

MEMBERSHIPS

NAIOP
MNCAR
CCIM
SIOR

REPRESENTATIVE CLIENT LIST

3M Corporation
Digital River
Cenex Harvest States
Graco
Lifetouch
Minntech Corporation
Starkey Laboratories

AWARDS

Top 10 Broker, NAI Welsh
1983-2010
Industrial Transaction of
the Year, 2010 MNCAR
Awards

CONTACT DETAILS

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AREA OF EXPERTISE

A proven leader in the Colliers International Leasing and Brokerage Division, Bill Ritter is a 28-year veteran of the company, and his list of long-term clients speaks volumes. Bill represents clients in the leasing and sale of land and industrial office showroom properties. He has directed transactions on behalf of thousands of clients over the years, representing over 35 million-square-feet of space and 1,000 acres of land, and has consistently ranked among Minneapolis-St. Paul's top brokers. Bill leads a team which includes 12 brokers, 2 research and 2 marketing specialists, and 3 administrative assistants. Under Bill's leadership, they are 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 terms is what Bill and his team does best.

PROFESSIONAL ACCOMPLISHMENTS

Bill won MNCAR's "Industrial Transaction of the Year" award for his representation of Lifetouch. The assignment involved the consolidation of three older inefficient facilities totaling 200,000-square-feet into one property of 105,000-square-feet. This allowed Lifetouch to increase operational efficiency, eliminate redundancies and make use of new production and distribution technology.

Bill completed lease negotiations for the headquarter operations of Digital River, a publicly traded e-commerce company. Digital River hired Bill to evaluate market alternatives, analyze the financial impact of consolidation and relocation, and to lead the negotiation for the relocation of their Eden Prairie office space into a 143,000-square-foot Gold LEED-certified building located in the Opus Park of Minnetonka.

Bill was selected as local Broker representative to facilitate the sale of 3M's original St. Paul headquarters. The property consisted of nine parcels of land totaling 46.5 acres with ten buildings on the sites totaling 1.41-million-square-feet. The St. Paul Port Authority completed a two-phase purchase of the entire site for redevelopment.

In 2011, Bill interviewed with representatives of Lockheed Martin for the listing assignment of a 600,000 corporate facility on 51 acres located in Eagan, MN. Lockheed challenged Bill to find a Buyer who was willing to take the entitlement risk and close on the sale. Bill and the team he assembled recognized the highest and best use of the property and identified who they believed to be the right buyer. This buyer was selected by Lockheed and closed on the sale within two months of Purchase Agreement execution.