



## Kelsey Gregory

### Asset Management Associate, WelshInvest

Kelsey Gregory supports the acquisitions, asset management, and development departments of WelshInvest. She is responsible for underwriting acquisitions and dispositions of office, industrial, retail and multi-family properties; where she provides in-depth underwriting and analysis of potential purchases, refinance scenarios, and sale transactions. In her role, Kelsey helps review and analyze budget forecasts for Welsh portfolios, as well as prepare and evaluate monthly and quarterly reports of tenant statistics including tenant retention, property performance and leasing trends. She also assists with due diligence on acquisitions and dispositions and is responsible for year-end valuations of Welsh's portfolio.

Kelsey's excellent interpersonal skills, project management skills, and market expertise make her an asset to the WelshInvest team. She creates development models for various property types that include budgeting construction costs, assuming financing; resulting in the creation of detailed proformas to analyze development opportunities.

Kelsey served as Financial Analyst before she was promoted to Asset Management Associate in August 2010. Prior to joining Welsh in 2008, Kelsey held internships with the Tax Increment Financing Division of the Minnesota State Auditor's Office, the Siting and Land Rights division of Xcel Energy, and at the Lander Sherman Group.

#### Education

- Bachelor of Arts, University of St. Thomas Opus College of Business, Financial Management
- Bachelor of Science, University of St. Thomas Opus College of Business, Real Estate Studies

#### Leadership

- Chair, Mentorship Committee, NAIOP
- Member, Developing Leaders and Membership Committees, NAIOP

#### Professional Memberships

- University of St. Thomas Real Estate Alumni Association
- National Association of Industrial and Office Properties (NAIOP)