



## Lori Pounds CCIM

SENIOR REAL ESTATE ANALYST  
Minneapolis-St. Paul



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### EDUCATION

North Dakota State  
College of Science

Real Estate License,  
State of Minnesota

Certified Commercial  
Investment Member (CCIM)

### MEMBERSHIPS

National Association of  
Industrial and Office  
Properties (NAIOP)

International Council of  
Shopping Centers (ICSC)

Minnesota Commercial  
Association of Realtors  
(MNCAR)

### CONTACT DETAILS

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### AREA OF EXPERTISE

As a Senior Real Estate Analyst, Lori Pounds provides comprehensive underwriting and financial analysis for the Investment Sales team. She supports the team by coordinating the preparation of the team's marketing materials, managing the due diligence process, communicating with the buyer's acquisition team, and facilitating and managing the execution of the escrow process. Over the years, Lori's clients have repeatedly complimented her attention to detail and her ability to orchestrate the sales process.

Lori's commercial real estate career began in 1986 with Colliers International's (formerly NAI Welsh), property management accounting department where she honed her skills of lease analysis, budgeting and time management, all of which she still utilizes today. With over 24 years of experience, Lori has experienced the cyclical nature of the business and has been instrumental in Colliers International's success in navigating both the challenging and the rewarding times.

In the past 15 years, Lori has assisted her team on transactions totaling over 15 million square feet, valued at over \$1 billion.

Lori received her CCIM designation in 1999 and is actively involved in the regional CCIM chapter.