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Steve Shepherd Senior Associate, NAI Welsh

As a Senior Associate in our Office Brokerage Division, Steve Shepherd represents both tenants and landlords in the sale and leasing of properties throughout the Twin Cities.

As a tenant and buyer representative, Steve follows a consultative approach to site selection. In a recent transaction, he represented an accounting firm that consolidated several acquired firms into a 15,000-square-foot Class A suite at I-494 and France Ave. The new space was designed and built-to-suit, creating an efficient work environment at reduced rates for his client. Another recent success story developed as Steve represented an investment syndicate in their purchase of a 63,000-square-foot building. After extensive searching and negotiation, they secured the building providing investors with an above market return.

As a landlord representative, Steve has extensive experience working with both large institutional owners and individual entrepreneurs. He has delivered successful results for all of his owner-clients, often leasing up even the most challenging square footage in his portfolio of 450,000+ square feet of office space.

Steve began his real estate career in Chicago, IL providing tenant representation services to organizations in the Central Business District. In addition to his real estate experience, Steve spent four years with a management consulting firm specializing in sales and marketing strategies for Fortune 500 firms.

Education and Training

- Master's of Business Administration, 2009, University of Minnesota, Carlson School of Management
- Bachelor of Business Administration, University of Wisconsin, 2000
- Real Estate License, States of Minnesota and Illinois

Professional Memberships

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

Awards

- 2009 Rising Star, MN Commercial Association of Realtors (MNCAR)
- 2008 CoStar Power Broker
- 2006 Welsh Rookie of the Year