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Steve Shepherd Associate, NAI Welsh

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

As a tenant and buyer representative, Steve follows a consultative approach to site selection. In a recent transaction, he assisted a law firm move from downtown Minneapolis to the suburbs. 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 SF 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 the individual entrepreneur. 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+ SF of office space.

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

Education and Training

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

Professional Memberships

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