



Steve Shepherd

SENIOR ASSOCIATE
Minneapolis-St. Paul



steve.shepherd@colliers.com

EDUCATION

MBA, Carlson School of Management, University of Minnesota

BBA, University of Wisconsin

Real Estate License, State of Minnesota

MEMBERSHIPS

Executive Board Member, Minnesota Commercial Association of Realtors (MNCAR)

National Association of Industrial and Office Properties (NAIOP)

Board Member, St. Louis Park Rotary

AWARDS

Rising Star of the Year, MN Commercial Association of Realtors (MNCAR), 2009

CoStar Power Broker, 2008

Welsh Rookie of the Year, 2006

CONTACT DETAILS

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AREA OF EXPERTISE

A Senior Associate in Colliers International's Office Brokerage division, Steve Shepherd represents tenants 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 and has successfully completed hundreds of transactions on his client's behalf.

Steve began his real estate career in Chicago 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. He joined Colliers International (formerly NAI Welsh) in 2006.

A leader in the industry, Steve was honored with the Minnesota Commercial Association of Realtors "Rising Star" award in 2009, which is awarded to a real estate professional who demonstrates a high level of professional conduct, significant production levels, an outstanding contribution to the profession, and participation in other business, civic, and community activity.

PROFESSIONAL ACCOMPLISHMENTS

In a recent transaction, Steve 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 a multi-state investment syndicate in their purchase of a 63,000 SF building. After extensive searching and negotiation, they secured the property providing investors with an above market return.

Steve has assisted Farmers Insurance in the procurement and disposition of multiple district offices around the Twin Cities market. Throughout his time working with Farmers, Steve has delivered consistently successful outcomes by aligning his approach to management's objectives through clear, consistent communication and a thoughtful strategic real estate process.