



Louis Suarez Associate, NAI Welsh

Louis Suarez joined Welsh in 2003 and specializes in development, sale and leasing services for the medical and office industries. He specifically emphasizes his work on properties in the St. Paul suburban metro market. His expertise allows him to understand the specialty needs of medical and dental tenants, and his skill at pre-leasing new developments has been the impetus for many new assignments including recent projects in Cottage Grove and Inver Grove Heights. In the last 4 years, Louis has completed approximately 100 transactions, half of which were medical listing or tenant representation transactions, for over 415,000 SF with a total consideration in excess of \$51,000,000.

Louis has a bachelors degree and MBA from the University of St. Thomas in business development. He has demonstrated an on-going commitment to continued professional development and is currently a CCIM candidate. His knowledge of the market is highly regarded within the industry, and in 2005, Louis was asked to be one of the keynote speakers at the NAIOP's Office Market Update for the St. Paul and East Metro sub-markets.

As an entrepreneur, Louis retains part ownership of an upscale restaurant which he opened and which currently boasts sales over \$3.2 million. Before embarking on his brokerage career, Louis designed and built three restaurants and served as the Vice President of Development for two start-up companies.

Education and Training

- Masters of Business Administration, University of St. Thomas
- Certified Commercial Investment Member (CCIM) Candidate
- Leadership St. Paul Graduate

Professional Memberships

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

Community Involvement

- St. Paul Chamber of Commerce and the Chamber's Young Professionals Organization
- Meals on Wheels Outreach Board Member
- Solstice Film Festival
- Big Brothers Big Sisters
- Learning through Music