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Karon Smith Senior Commercial Mortgage Analyst

Karon Smith brings an extensive combination of experience, knowledge and expertise to commercial real estate financing. Karon has proficiency in property accounting, property management, and corporate real estate consulting, with extensive interface to clients, financial institutions, legal counsels and other third parties involved with commercial real estate transactions. Karon's overall experience includes all aspects of accounting and financial management, budgeting, planning, cash management and insurance.

Karon provides the property review and financial analysis necessary to underwrite real estate financing transactions; and drawing on the transactional experience gained from her corporate real estate consulting work prior to joining Welsh Capital, she provides the ongoing day-to-day interface between borrowers and lenders necessary to facilitate a successful, timely close of the financing transactions.

Karon transferred to Welsh Capital from Welsh's Corporate Services area, where most notably her consulting work included providing transactional services to the Real Estate Office of the University of Minnesota and to Deluxe Corporation for the sale of excess properties around the country. Karon joined Welsh Companies from the acquisition of Brentwood Commercial Real Estate, Inc. At Brentwood, her areas of responsibility were property accounting, property management and corporate real estate consulting with extensive involvement with clients and outside service providers.

Education and Training

- Bachelor of Business Administration, University of Minnesota
- Certified Management Accountant (CMA)
- Real Estate License, State of Minnesota

Professional Membership

- Minnesota Network of Commercial Real Estate Women (MNCREW)