



Thomas Shepherd, Partner
Investment Sales/Private Client Group
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Tom began his career with Inland in 2002 as an Industrial Broker. His success, work ethic, and quick knowledge of the industry accelerated his position in the Company to Partner leading the Investment Sales and Private Client Group.

Over the last 36 months, Tom has brokered the sale of over \$175 million in investment-grade industrial, office and retail properties. He works with private and institutional clients to maximize value on their commercial investments.

Some of Tom's clients include CenterPoint Properties, First Industrial Realty Trust, GE Asset Management, ING Clarion, Real Estate Recycling, HSA Commercial, Patterson Dental, Transwestern and M&I Bank.

Tom's prior experience in commercial real estate includes working at Marshall Erdman & Associates, Inc., Madison, where he executed real estate asset form- as, acquisition, disposition and re-development analysis for their corporate real estate group.

Education

- University of Wisconsin, Madison
BBA - Real Estate and Urban Land Economics
- Completed CCIM 101,102, 103

Areas of Expertise

- Investment sales
- Commercial Acquisitions and Dispositions
- Landlord representation
- Argus analysis
- Feasibility and valuation analysis

Professional Memberships

- Commercial Association of REALTORS, Wisconsin (CARW)
2009, Board Member
- Building Owners and Managers Association (BOMA)
- NAIOP, Commercial Real Estate Development Association
- Wisconsin Real Estate Alumni Association (WREAA)
- Commercial Association of REALTORS Data Exchange Board, Chairman 2008

Awards/Achievements

- Inland Companies Industrial Broker of the Year 2004
- Inland Companies Deal of the Year 2002 -2003
- NAIOP Annual Industrial Market Update - 2005 Presenter
- CARW Investment Sale of the Year 2008 - Milwaukee Center