



*Thomas Shepherd, CCIM
Partner*

Investment Sales/Private Client Group

tshepherd@inlandcompanies.com

Direct Dial: 414.278.6815

Mobile: 414.719.8325



1243 N. 10th Street, #300

Milwaukee, WI 53205

Main: 414.276.9500

Fax: 414.276.9501

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 9 years, Tom has brokered the sale of over \$300 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 pro-formas, acquisition, disposition and re-development analysis for their corporate real estate group.

Education and Designations

- University of Wisconsin, Madison
BBA - Real Estate and Urban Land Economics
- CCIM

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, Treasurer-elect
- CCIM Wisconsin - Chapter Member
- 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
- CARW Investment Sale of the Year 2009 - Apartment Complex in Downtown Milwaukee
- CARW Investment Sale of the Year 2010 - Executive Center IV Office Building