



Thomas Shepherd, Partner
Investment Sales and Industrial Brokerage
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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 overseeing Investment Sales and Industrial Brokerage.

Over the last 24 months, Tom has brokered the sale of over \$100 million in investment-grade industrial, office and retail properties. He is also responsible for the listing of approximately 1.3 million square feet of industrial space.

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

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

Education

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

Areas of Expertise

- Investment sales
- Leasing and sales of Industrial buildings
- Landlord representation
- Tenant representation
- Business development
- Corporate strategic planning

Professional Memberships

- Commercial Association of REALTORS, Wisconsin (CARW)
- Building Owners and Managers Association (BOMA)
- National Association of Industrial and Office Properties (NAIOP)
- Wisconsin Real Estate Alumni Association (WREAA)
- Commercial Association of REALTORS Data Exchange Board

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 Data Exchange Board - 2008 Chairman