



# TOM DUNSMORE, SIOR

VICE PRESIDENT

TWIN CITIES, MN

## PROFILE

*Investment | Turnaround Specialist | Occupier Management | USA-Minneapolis*

Tom has just joined the Lee & Associates Twin Cities group in January 2023 and will be leading the REO / Troubled Asset group.

Previously a Senior Vice President with Avison Young since December 2015, Tom has lead a team specializing in property turnarounds, transaction management, and investment sales. In 2021 the Minnesota Chapter of Turnaround Management Associates awarded Tom the prestigious Turnaround Deal of the Year. He has over 30 years of commercial real estate experience in many of the industry's core service categories. Tom has extensive experience with representing occupiers, ground-up development, and asset disposition. His clients benefit from his keen construction knowledge combined with his sales and project management skills. Tom's process-driven approach consistently creates value for his teammates and clients.

Learning to work with a team of property managers and owners, he initiated many strategies and processes to help create a clear project direction with milestones, along with a sense of urgency to benefit his clients. Tom has been the lead on many successful investment sales, notably the 525,964 SF U.S. Bank Center in St. Paul, Minnesota, 53,800 SF Sun Country Airline headquarters in Eagan, and recently the two-building 127,000 SF complex, AV Commons I and AV Commons II, located in Apple Valley, Minnesota. In addition, Minnetonka Plaza is a three-story, 36,000 SF office facility that Tom has leased and sold for three separate owners. Tom has managed the entire Soleo Healthcare & Coram Healthcare building portfolio across the country as it related to its renewals, new site selections, and overall project management.

### **Credentials and Professional Affiliations**

- Winner of the 2021 **TMA** Turnaround Project of the year
- Minnesota Association of Commercial Realtors
- MN Brokers License
- Florida Broker License 2023

### **EDUCATION**

- Gonzaga University
- University of St. Thomas
- Bachelor of Arts in Finance

### **COMMUNITY INVOLVEMENT**

- Advisory Board Member, Minnesota Commercial Association of Realtors (MNCAR)

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## PARTIAL CLIENT LIST

- Ron Clark
- Century Link
- Lumens
- Soleo Health - USA
- Theomke & Sons
- BD - Becton Dickinson
- BARD
- Allied Parking
- Chase Real Estate
- Menasha
- Sun Country Airlines
- Swervo
- Polaris
- Coram Healthcare
- Philips Consumer Electronics
- Lighthouse Management

## CASE STUDIES

Upon Request