



**Todd Waller**  
Principal

Specializing in Retail, Land  
and Investment Brokerage

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## Profile

Mr. Waller specializes in retail, land, and investment brokerage along with extensive experience in troubled assets. He has been a Principal with Lee & Associates since 2010 and was elected to the Lee & Associates Board of Directors in 2014. Mr. Waller has represented several national tenants in site selection and acquisitions. He also has extensive experience in receivership sales and building strategic plans maximizing the value of troubled assets. Mr. Waller has completed several ground-up development projects that included annexation, rezoning, municipal approvals, tax incremental financing, city revolving loan funds, and construction management.

## Career History/Professional Recognition

As a Commercial Real Estate Advisor for Lee & Associates, Mr. Waller has represented the interests of multiple landlords, developers, tenants, and banks within the Wisconsin Market. He has consistently been one of the top producers in his market and completed numerous notable transactions which include:

- The Constellation/East Washington Avenue – 31,500 Sq. ft. urban infill mixed-use project
- Southern Wisconsin Food/Burger King Portfolio – 9 store sale/leaseback investment sale
- Valley King of Wisconsin/Burger King Portfolio – 9 store sale/leaseback investment sale
- Gundersen Lutheran Healthcare – Ground up medical clinic development in Prairie Du Chien, WI
- Wisconsin Education Association Trust – 166,000 Sq. ft. office campus sale/leaseback
- Loves Travelmart – Land acquisition for two Southern, WI stores

## Tenant Representations Including

Taco Bell of America, Maurices, Hibbett Sporting Goods, Big Lots, Goodwill Industries, Sport Clips, Burger King, Salad Creations, University of Wisconsin Hospitals and Clinics, and Lifeline USA.

## Education

Bachelor of Science Degree in Business Management - Montana State University.

## Affiliations

- Member, CCIM Candidate (Certified Commercial Investment Member)
- Member, International Council of Shopping Centers (ICSC)
- Member, Madison Commercial Brokers Group, Inc.
- Member, Community Around the Children's Hospital

