



Deb Carlson, Director

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Role & Responsibilities

Deb Carlson is a dynamic commercial real estate professional with a successful track record in representing both tenants and landlords in their real estate dealings. She has an extensive background working with large and small retailers, including some of the most successful supermarket operators in the region and is well known for her client-oriented approach.

As a member of Cushman & Wakefield retail team, Deb has handled multiple transactions on behalf of well-known national retailers such as AAA, Ace Hardware, Toys/Babies R Us, Bruegger's Bagels, CarMax, Dickeys BBQ, Learning Care Group, Live Nation, The North Face, Room & Board, Skechers Shoes, Starbucks, and, as well as prominent regional retailers including Lakewinds Natural Foods and Kowalski's upscale supermarkets. She has provided exclusive tenant representation for retailers in their Midwest and national retail roll-out, including Lifetouch photography studios. On the Landlord side, Deb has represented Snyder Drug Stores and Sinclair stations with store and land dispositions, has the exclusive marketing assignments for 30+ excess properties in the SpartanNash portfolio; leasing over 120,000 sf at the Grove Plaza Hy-Vee anchored redevelopment in Cottage Grove; and leasing management of the 135,000 sf at the North Branch Outlets.

Past Experience

Deb's retail career spans more than 20 years. During her tenure at Supervalu, a Minnesota-based retail grocery chain, she was the major strategist behind Cub Foods' dramatic market share growth. In fact, as Regional Vice President of Real Estate & Engineering, she was instrumental in bringing 20 new Cub Foods stores to the highly competitive Twin Cities marketplace. Deb later moved to Nash Finch (now SpartanNash) as a corporate officer, where she served as Vice President of Store Development and bore full responsibility for a portfolio in excess of 16 million square feet located throughout the United States.

Professional and Community Involvement

Deb is active in numerous professional organizations, including ICSC, and the Minnesota Shopping Center Association (MSCA) as President in 2014. Beyond real estate, she is a board member and current Board Chair of Beacon, a non-profit supportive housing developer, including two shelter locations for homeless families in the metro area, and is the recipient of the Cushman & Wakefield 2015 Community Service Award. In 2016, the Minneapolis/St. Paul Business Journal named her one of their top 50 Women in Business.