



**William "Skip" Melin, CCIM** Senior Director  
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### **Role & Responsibilities**

Retail Investment Specialist, Skip Melin is a well-rounded and knowledgeable real estate professional with dedicated commercial real estate experience since 1998. He is accomplished in all areas of the industry, including investment sales, landlord and tenant representation.

As a Senior Director for Cushman & Wakefield, Skip is focused on providing retail investment sales services on behalf of institutional and private investors. He has completed transactions ranging from single-tenant net leases with the Mayo clinic and Walgreens to selling enclosed regional malls. Skip has seen and done most everything including retail/multifamil/office mixed-use sale involving a reverse 1031 exchange.

Previously, Skip provided landlord and tenant representation for many of the area's and nation's most recognized names throughout his career. His clientele includes retailers such as SpartanNash grocery stores, Toyr R Us and Babies R Us, Foss Swim Schools, Panera Bread, Medifast, BP Maoco, UPS stores, H & R Block, Snap Fitness, Planet Fitness, Edward Jones, Massage Retreat and Spa, the Joint, and Yogurt Lab. He has also represented institutional and private landlord clients, such as Safeway Group, Merchants National Properties, Innercity Investment Properties, PNL Group, Copaken Brooks, Greywolf Partners and New Liberty Investments.

Through his affiliation with Cushman & Wakefield and CCIM, Skip relies on the most up-to-date and comprehensive market information available to guide his clients in making critical real estate decisions. A trusted advisor, Skip averages more than 50 transactions annually and has closed deals in no less than 40 states across the U.S.

### **Past Experience**

Skip previously held the position of Second Vice President at Colliers Truley Martin Tucker and served as Operational and Real Estate Manager for Kenny's Markets, a multi-million-dollar retail and real estate holding company. Throughout his career, he has frequently been recognized for his award-winning performance.

### **Professional and Community Involvement**

Skip is an active member of numerous industry organizations, including the CCIM Institute through which he holds the prestigious CCIM designation. He is also a member of the Minnesota Commercial Association of Realtors (MNCAR), the International Council of Shopping Centers (ICSC), and the Minnesota Shopping Center Association (MSCA), and volunteers at the Basilica of Saint Mary in Minneapolis.

### **Education**

Skip is a graduate of the University of Vermont, where he earned a B.A. degree in Economics.