

UPLAND

NET-LEASE SALES | ESTABLISHED IN 1995

Deborah Vannelli Inducted into 2014 Midwest Commercial Real Estate HALL OF FAME

midwest
REAL ESTATE NEWS

Why she's Hall of Fame Material: Looking younger than your years would be a benefit for most working professionals. But it can also be a deterrent. Just as Deborah Vannelli, director of net lease investment sales for Upland Real Estate Group. As Vannelli was getting started in the business, she had to prove to prospective clients that her sales skills and industry knowledge meant more than her youthful appearance. In other words, she had to show that she wasn't too young to be a force in commercial real estate.

Vannelli today doesn't have to prove anything, of course. She has earned a reputation as one of the most talented and dedicated CRE professionals working the Twin Cities market. Her clients will tell you: She is the person to go to when you need a deal closed. The result? She and her team have completed more than 650 net lease sales transactions, which have generated a staggering \$1.7 billion.

Career Accomplishments: In 1999, Vannelli became a member of the prestigious Certified Commercial Investment Member Institute (CCIM), an honor held by only 6 percent of the nation's 125, 000 commercial real estate professionals. This achievement is even more impressive when one considers the fact that of those 6 percent of CRE pros who are CCIM members, only 21 percent are women. Vannelli's dedication to her industry is reflected in her success. Upland Real Estate Group's steady growth during the least several years has had much to do with Vannelli's performance. She has been named a "Top Gun Broker" by GE Capital Solutions, formerly Trustreet.



DEBORAH K. VANNELLI, CCIM
DIRECTOR OF NET LEASE
INVESTMENT SALES

Why her work matters: Vannelli is one of those rare professionals who thinks of her clients as friends. Her positive attitude and excellent people skills have helped her build a long and loyal client list. Her goal is to resolve any issues to the best advantage for both buyers and sellers.

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Since its inception in 1995, Upland Real Estate Group has sold over \$1.7 Billion in investment transactions and is one of the largest triple-net ("NNN") brokers in the country. The company specializes in representing Buyers and Sellers on their purchase or sale of Net-Lease investment properties. Please visit us at www.nnnsales.com to view available net lease properties for sale.

www.nnnsales.com

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