

**Wally Sauthoff**

President

NAI Greywolf

(414) 775-7677

Wally.Sauthoff@naigreywolf.com

Background & Experience

Wally currently serves as the President for Greywolf Partners, where he oversees the various day-to-day operations of the different divisions of the company. Prior to his current role, Wally served as the Managing Director for NAI Greywolf, the brokerage firm for Greywolf Partners.

Wally graduated from UW-Milwaukee with a bachelor's degree in real estate and has since worked in the industry for over 30 years. Early in his career, Wally focused on property management, where he worked at a couple of different companies. The first he managed a corporate REO portfolio of 32 commercial properties. He then moved to another company where he managed and leased 26 commercial properties in addition to 450+ apartment units.

As he continued in his career, Wally shifted his focus to be the Wisconsin area developer for Sport Clips Haircuts for Men. In this role he recruited and secured new franchise owners, as well as conducted site search, analysis and store planning for new locations. He was involved in lease negotiations and also construction oversight.

Immediately prior to joining Greywolf, Wally worked for another local commercial real estate company and was Managing Director for their commercial brokerage division.

Wally enjoys working for Greywolf Partners and NAI Greywolf because of the opportunities he gets to collaborate with high quality individuals. Wally takes pride in his work for the companies, as their mission is to provide creative, effective solutions, tailored to the needs of their clients and customers that generate proven value and driven results. His favorite quote is from Thomas Edison: "Opportunity is missed by most people because it is dressed in overalls and looks like work." Outside of work, Wally enjoys being on a pontoon boat with his wife and two adult children. He also enjoys taking jet ski trips with his friends.

Professional Affiliations & Designations

NAIOP, the Commercial Real Estate Development Association, and Commercial Association of Realtors-Wisconsin (CARW)

Licensed broker in the State of Wisconsin

Educational Background

UW-Milwaukee - Bachelor's degree in Real Estate