



Val Achtemeier

Vice Chairman

CBRE

During her 30-year career, Val Achtemeier has originated, structured and closed over \$40 billion of real estate financing transactions throughout the U.S. with an emphasis on portfolio loans and larger loans as well as construction loans and JV equity. Val is Vice Chairman of CBRE Capital Markets, Inc. Her extensive

commercial real estate experience includes both institutional and private entrepreneurial positions focusing on debt and equity procurement, joint venture formations, ground leases, development, investment acquisitions and dispositions, and all aspects of capital markets activities. Ms. Achtemeier leads a team in CBRE Capital Markets Institutional Group in placing debt and equity on commercial properties throughout the United States. She has extensive relationships with diverse capital sources, including both commercial and investment banks, life insurance companies, CMBS originators and debt funds.

Prior to joining CBRE in 2009, Ms. Achtemeier served as Vice President and Director of Capital Markets at Majestic Realty Co. (1996–2009). In that capacity, she raised debt and equity capital for industrial, retail, office, data center, hotel and gaming assets. Additionally, Ms. Achtemeier was responsible for investment strategy and portfolio strategy. She was also a member of Majestic's Board of Directors. Ms. Achtemeier gained institutional experience at The Principal Financial Group where she was responsible for joint venture development and debt placement, restructuring, and acquisitions throughout the U.S.

Val is a part of a market leading industrial/logistics CBRE Capital Markets team called National Partners. The CBRE National Partners team closed over \$31 Billion of industrial sales and debt capital markets transactions in

2019 – many of the key players are women which is unique in the industry. They deliver superior information, analytics and strategy leading to exceptional execution over the industrial investment property life cycle and across the capital stack. Val has extensive experience with all asset types and currently focuses on large institutional loans nationally with an expertise in industrial, logistics, office, and data center assets.