

William L. Ramseyer, Managing Director, Business Development

Mr. Ramseyer is responsible for working with clients in the development and distribution of new investment strategies offered by Cornerstone. Joining the firm in 2002, Mr. Ramseyer brings to Cornerstone thirty years of experience in the institutional real estate investment business including investment consulting and formation of investment strategies in the private market and public REIT sectors of real estate. Early in his career he formed Pension Realty Advisors, Inc., which was retained by major institutional investors to assist in the development of investment objectives and strategy, selection of investment managers, and reporting of investment performance. He later formed PRA Securities Advisors, Inc. that was dedicated to the management of public REIT portfolios. The firm was acquired by JMB Realty Corporation concurrent with Mr. Ramseyer joining JMB Institutional Realty Corporation, which was later acquired and merged into Heitman Capital Management (HCM). Mr. Ramseyer managed the firm's real estate securities practice (Heitman/PRA Securities Advisors) and was a member of HCM's Investment Committee and Board of Directors. Throughout his career, Mr. Ramseyer has worked closely with institutional and high net worth clients in the structuring and marketing of a wide variety of real estate investment strategies.

Mr. Ramseyer is a graduate of the University of Puget Sound and the Advanced Management Program at the Harvard Business School. He was a founding board member of the National Association of Real Estate Investment Managers, Past Chairman of the Pension Real Estate Association, and Past Chairman of the Counselors of Real Estate. Mr. Ramseyer is a Fellow of The Royal Institution of Chartered Surveyors and a Fellow of the Homer Hoyt Institute.