

PROFESSIONAL PROFILE



Mike Neal
Senior Vice President

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Mike Neal serves as Senior Vice President of Retail Services for CBRE. He joined CBRE in 2007 with 27 years of commercial real estate experience, servicing national and regional clients throughout the Southeast, including Target Stores, Kohl's, Darden Restaurants, Lowes, and Royal Bank of Canada. Mr. Neal's industry relationships include Abernathy & Timberlake Investments, The Sembler Company, Cousins Properties, Thomas Enterprises, Simon Properties and Developers Diversified. Prior to joining CBRE, he was the Managing Partner of Staubach Retail Services Southeast Region, where he grew the company's revenue by 200 percent. Mr. Neal's successful execution of retail land transactions, as well as anchor tenant and shopping center site selection transactions, garnered him the Atlanta Commercial Board of Realtors' Top Producer Award from 1999 through 2006, and for the past three years, he has been recognized as the region's number one land sales professional.

An industry veteran, Mr. Neal has acquired a keen knowledge of the southeast retail industry and has been instrumental in closing multiple commercial land transactions in all major cities throughout the region. He is well versed in shopping center acquisition, market research, development, leasing, sales negotiations and asset management solutions. He has successfully represented both national and regional tenants, including Lowe's and Kohl's, and his resume includes more than 65 Target stores and more than 36 Darden Restaurants (Red Lobster, Olive Garden and Bahama Breeze).

Prior to joining Staubach, Mr. Neal served as Vice President for Merchants Resource Realty and was Assistant Vice President and Director of Outparcel Sales for New Market Development Company. During his carrier, he has been responsible for the pre-development and out parcel marketing programs for more than 40 regional power centers. Mr. Neal's real estate career began in 1982 as a Retail Specialist for Coldwell Banker in Oklahoma City.

Prior accomplishments include 10 years of membership in the Atlanta Commercial Board of Realtors' (ACBR) Million Dollar Club.

EDUCATION

- Master of Business Administration, Oklahoma City University
- Bachelor of Art in Finance, Oklahoma City University

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PROFESSIONAL AFFILIATIONS

- International Council of Shopping Centers, Member
- Urban Land Institute, Member
- ULI Sustainability and Smart Growth Committee, Member

Community Involvement

- Chairman of the Board of Trustees for Peachtree Presbyterian Preschool
- Chair of the real-estate committee of Peachtree Presbyterian Church
- Member of Peachtree Presbyterian Church property committee
- Board member of Covenant House of Georgia

