

# Senior Vice President

## Michael W. Zelnik, SIOR, CCIM

Mike Zelnik serves as Senior Vice President in Equity's Real Estate Services Division. Mike brings over 26 years of experience to the firm, with expertise in all aspects of commercial real estate, including sales, leasing, subleasing and lease auditing of office, industrial, retail and investment properties. He also has direct experience on major land assemblages and sales.

Mike is a licensed broker in both Ohio and Florida. He holds CCIM and SIOR designations, and has taught commercial real estate classes for over 12 years. He is a regular guest speaker at national real estate conventions and founded his own company to provide educational resources and systems for commercial realtors. Mike has provided tenant representation services for national accounts, including Abbott Labs, Hitachi, AT&T, and Monsanto. He has handled investments transactions from \$1 to 32 million, and sold over \$100 million in investment sales over a 24-month period.

Mike attributes his real estate success to the combination of extensive training and experience as a property owner. As such, he offers the unique ability to analyze a transaction from an owner's point of view, rather than a commissioned sales person. He has an unwavering dedication to developing new and exciting tools and systems that provide better ways to market commercial real estate through the use of technology.



### Profile Highlights

- CCIM and SIOR Designee
- Technology-driven marketing strategy
- Over \$100 million in investment sales in 24 months
- Real Estate Investor
- Licensed broker in Ohio & Florida