



MIKE HOWARD

SENIOR DIRECTOR - INVESTMENT PROPERTIES / DEVELOPMENT SERVICES

With thirty-nine years of diversified commercial real estate experience, Mike Howard continues to provide the highest level of service and consultative advice to clients throughout the western United States. From the outset of his career with Grubb & Ellis Company in Southern California, where he was recognized as Company Wide Rookie of the Year in 1973, to the present, where Mike finds himself a member of the most successful commercial investment team in Utah history, his thoroughness, integrity, and commitment to client objectives are renowned. Mike's performance as a Top Producer with Grubb & Ellis for nearly twenty-three years extended to continued success with Commerce Real Estate Solutions.

Mike has represented such notable developers as Trammell Crow, Lincoln Properties, Cabot, Cabot, and Forbes, VESTAR, and The Hewson Company. His activities have involved the land assemblage, acquisition supervision, development consultation, and the sales and leasing of nearly 14 million square feet of commercial and industrial space and over 1,100 acres of commercial land.

Applying his experience and expertise to corporate real estate asset reallocation and disposition, Mike represented such well-known, major corporations as Time Warner, Inc., EATON Corporation, MCA-Universal, Paine-Webber, Inc., Teledyne, Inc., Columbia Pictures, Inc., Lockheed-Martin Company, Borden Foods, ARA Services, Inc., PIP Printing, Inc., Baskin-Robbins, Inc., Wickes Companies, Inc., Walt Disney Pictures, Inc., E.I. DuPont De Nemours & Co., Volkswagen of America, EMC Corporation, Inc., and the University of Phoenix.

Other clients have included; Soloman Bros., GE Capital Credit, Sanwa Bank of California, Heitman Realty Advisors, Ameritech, Voit Companies, Inc., Bank One Corporation, Intermountain Healthcare, Mueller Industries, Wells Fargo Bank, The Boyer Company, Century Park Partners, Johansen Thackeray, CIGNA Investment Group, Legacy Partners, UNIVEST, as well as various agencies of the United States Federal Government, including the Social Security Administration, FBI, BLM, IRS, Homeland Security and General Services Administration.

Mike is currently assisting clients with the re-positioning of assets by providing comprehensive evaluation, re-use, and development services, as well as investment acquisition and disposition.

Since joining Commerce in 1996, Mike has handled assignments throughout the western states with transaction values in excess of \$250 million.

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