

MICHAEL CARTER

3258 Hartlee Field Road
▪ Cell: (972) 529-0200 ▪ mcarter031@gmail.com
www.rogforwardliving.com
www.rogflcommercial.com

COMMERCIAL REAL ESTATE

Business Creation / Development / Acquisitions / Leasing / Sales Management

Well-qualified business entrepreneur and commercial real estate professional very experienced in negotiating transactions as an entrepreneur, developer, investor, broker, landlord, and tenant and sales manager. Recognized for creative deal structuring and handling multiple projects and deadlines concurrently. Expert negotiating qualifications – creatively negotiated and closed complex transactions totaling hundreds of millions of dollars with clients such as Target, Kohl's, Safeway, CVS, and the GSA. Managed more than \$100 million in commercial development projects, primarily Class A retail centers and creating successful businesses in many industries to include Commercial Development & Brokerage, Personal & Commercial Lines Insurance, Restaurants and Early Education Childcare.

AREAS OF EXPERTISE

- ♦ **Real Estate Acquisition & Development**
- ♦ **Multi-Contract Land Deals**
- ♦ **Transaction Structuring & Negotiations**
- ♦ **Appraisal & Analysis**
- ♦ **Budgeting & Finance**
- ♦ **Multi-Project Management**
- ♦ **Project Construction Cost Reductions**
- ♦ **Marketing & Financial Presentations**
- ♦ **Sales & Business Development**
- ♦ **Government & Agency Relations and Negotiations**
- ♦ **Sales Staff Management & Training**
- ♦ **Multi-Year Leases / Tenant Agreements**
- ♦ **Entrepreneurial Start-Up Ventures**
- ♦ **Public & Private Equity Raise and Debt Placements**
- ♦ **Strong Personal Relationships with Power Players in DFW & Nationally**

PROFESSIONAL EXPERIENCE

REALTY ONE GROUP – FORWARD LIVING- Little Elm, TX APRIL 2021 TO PRESENT
(Residential & Commercial Real Estate Brokerage- Investment/Development firm)

President & Broker/Owner

Realty ONE Group – Forward Living is an International modern/digital realty franchise under the 100% commission concept with full residential & commercial brokerage to include land sales, sales and leasing of freestanding buildings, tenant and landlord representation, project leasing, commercial developments,

and investment sales in all asset classes. We also do single tenant build to suits, develop select multi-tenant properties, curb-high residential land developments, STNL investments and re-developments of existing assets. We love re-purpose "Transitional Properties" from their original use to current market relevance. Michael has renovated many high yield residential estate properties.

CARTER FAMILY REAL ESTATE- DFW, TX

SEPT 2010 TO MARCH 2021

(Business Development & Commercial real estate investment/development firm)

President

Independent Principal/Broker and Developer working on business creation, new development & value add projects. Identified growth markets, demographic research, land purchase, joint venture negotiations, re-zoning, site planning and end-user/tenant marketing. Also concurrently purchased an Allstate Insurance Agency – Carter Family Agency Inc. in Frisco, Texas in December of 2012. Turn Around Intangible Investment. Improved customer service systems, relocated to better location, turned over staff and updated to a digital operation. Sold for a 3X Multiple in August of 2015. Partner in one of the original Nationwide Insurance Agencies in Dallas-Fort Worth for over 24 years sold in October 2017. Approximate book value of \$6 million dollars. Currently a Children's Lighthouse Early Education Center franchisee opened a 11,200 square foot flagship center in September of 2017 breaking all Grand Opening records in franchise history in Oak Point, Texas. Opening 2nd center in September 2019 in Northern DFW.

THE WEITZMAN GROUP- Dallas, TX

AUG 2008 TO OCT 2010

(One of the largest retail brokerage/development firms in Texas)

Associate

Specialized in retail general brokerage to include land sales, retail tenant representation, investment sales and project leasing. Special emphasis on distressed retail real estate to include working with special servicers to prepare Broker Opinion of Value presentations.

MARCUS & MILLICHAP - Dallas, TX

JUN 2004 TO JULY 2008

(Largest Commercial Investment Brokerage Firm in the United States)

Senior Associate

Created a partnership and sales team within Marcus & Millichap to market retail and government office properties, nationally. Hired and trained all personnel created company business plan and infrastructure. Managed team efforts in cold calling/prospecting for clients, preparing listing proposals/property valuations. Directed the marketing of all properties to prospective investors, managed negotiation of all contracts and due diligence/escrow process.

REGENCY CENTERS – Jacksonville, FL

1999 TO FEB 2004

(Leading owner/developer of grocery-anchored shopping centers at that time in the U.S. with \$3 billion in assets)

Vice President, Investments

Recruited to acquire and develop new grocery-anchored shopping centers for the firm's portfolio to meet REIT investor financial objectives. Scope of responsibility included market/site evaluation, new market entry, and overall direction of large, financially complex projects with values up to and exceeding \$57 million. Major clients included Kroger, Safeway, Albertsons, Kohl's, and Target.

- ◆ **Acquired and/or developed approximately 634,000 square feet of Class A shopping centers.**
- ◆ **Maintained an ROI of over 10% per project.**
- ◆ **Successfully developed a \$50 million retail center anchored by Target, Kohl's, and Safeway.**
- ◆ **Recommended and laid groundwork for opening a new regional office in Houston.**
- ◆ **Created new market research tools that were adopted nationwide for identifying new development sites.**
- ◆ **Consistently completed development projects on time and within budget.**

THE LOCATION STORE – Dallas, TX
(Commercial real estate brokerage firm)

1996 to 1999

President

Launched and managed a successful commercial real estate firm from the ground up specializing in retail space. Represented tenants, landlords, buyers, sellers, and investors on real estate transactions totaling several million dollars. Managed P&L, marketing, and day-to-day operations of the firm in addition to negotiating and structuring transactions.

- ♦ **Successfully represented CVS Corporation's freestanding store concept in conjunction with 2 other real estate companies.**

UNITED COMMERCIAL REALTY – Dallas, TX
(One of the largest commercial real estate brokerage firms in Dallas)

1992 to 1996

Vice President / Director of Project Leasing

Hired to build and lead a new department charged with marketing, leasing, and managing a shopping center portfolio consisting of 30 properties with 3 million square feet of retail space in the Dallas/Fort Worth market. Developed business plans, marketing strategies, and leasing systems from the ground up. Recruited, trained, and managed a team of up to 7 brokers.

- ♦ **Structured and negotiated national credit deals, local/regional tenant agreements, and investor grade proposals, which resulted in over 1 million square feet leased and the addition of 1.8 million square feet to the portfolio.**

HOPKINS SHAFER – Dallas, TX
(A retail development company)

1990 to 1992

Project Leasing Associate

Marketed and negotiated leases for the company's retail commercial real estate portfolio to meet owner and investor financial objectives. Also represented prospective tenants on third party listings.

EDUCATION / ADDITIONAL

UNIVERSITY OF NORTH TEXAS – Denton, TX
Bachelor of Business Administration (1993)
100% Self-Funded College Education

Licensed Real Estate Broker in Texas since 1992

Licensed Insurance Broker in Texas Property & Casualty
Life & Health, Series 6 & 63 Inactive.

Former member of Chain Links & NAI Global & ICSC

President – CL Oak Point Development, LLC
President – Forward Living Homes
President – Michael Carter Commercial, Inc
Vice President – CL Oak Point Operations. LLC
Former President – Allstate Carter Family Agency, Inc Frisco, Texas
Former Vice President – Nationwide Insurance, Garland, Texas

Member of NAREP – Dallas
Member of AREAA – Dallas
Member of CCAR – Collin County
Member of NTCAR – DFW
Member of GDWAR – Collin County
Member of NTCAR – DFW
Member of Little Elm Chamber of Commerce