



MIKE NELSON
MANAGING DIRECTOR
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Mike Nelson serves as Managing Director for Trammell Crow Company's Seattle office where he oversees all development and acquisition projects, new business pursuits, finance, and operations. His areas of expertise include market analysis, branding and marketing, financial analysis, capital formation, lease negotiation, design team oversight and construction management.

Prior to joining Trammell Crow Company, Mike served as a Senior Investment Director at Schnitzer West where during his 14-year tenure, he oversaw the firm's Seattle office and regional multi-family strategic business units which repositioned or developed more than 2.9 million square feet of Class A office space and 575 residential units, collectively valued at over \$2.4 billion.

Mr. Nelson began his real estate career in the Puget Sound market in 1991, initially overseeing large commercial construction projects and then later leading complex urban and suburban office, healthcare and residential development investments.

Throughout his 28-year career, he has negotiated over 4.5 million square feet of commercial leases in the Pacific Northwest, approximately \$1.3 billion of construction contracts, and led the disposition of over \$2.3 billion of commercial and residential asset sales. Mike's integrity, strong leadership, professional expertise, proven revenue generation and mentorship qualities are the traits that will ensure the Company's success throughout the Puget Sound region.

PROJECT DEVELOPMENTS

1001 BELLEVUE OFFICE TOWERS
BELLEVUE, WA

BOREN OFFICE LOFTS
SEATTLE, WA

MIDTOWN21 OFFICE TOWER
SEATTLE, WA

FIRST HILL MEDICAL OFFICE BUILDING
SEATTLE, WA

AMAZON PH 1A AND 1B OFFICE BUILDINGS
SEATTLE, WA

MERCK BUILD-TO-SUIT R&D OFFICE
SEATTLE, WA

818 STEWART OFFICE TOWER
SEATTLE, WA

1918 EIGHTH OFFICE TOWER,
SEATTLE, WA

GALLERY CONDOMINIUM
SEATTLE, WA

EQUINOX APARTMENTS
SEATTLE, WA

BRIX CONDOMINIUM
SEATTLE, WA

PROFESSIONAL EXPERIENCE

Trammell Crow Company – Seattle, WA – 2012 to Present
Schnitzer West – Seattle, WA – 1998 to 2012
Sierra Construction – Redmond, WA – 1991 to 1998

PROFESSIONAL AFFILIATIONS & COMMUNITY INVOLVEMENT

University of Washington – Real Estate Certificate Program, Lecturer
Seattle Preparatory School Board of Trustees, Member (Past)
Seattle Preparatory School Facility Committee Member (Current)

EDUCATION & CREDENTIALS

University of Washington, Masters of Business Administration, 2000
University of Washington, Bachelor of Science, Construction Management, 1991