

Contact

999 Waterside Drive, Ste 1400
Norfolk, VA 23510
757-640-9475 (Work)
michaelallen@harveylindsay.com

www.linkedin.com/in/michaellewisallen (LinkedIn)
HarveyLindsay.com (Company)

Top Skills

Commercial Real Estate
Real Estate Transactions
Strategic Partnerships

Languages

English

Certifications

Licensed Virginia Real Estate Agent
Starwood Hotels & Resorts Select
Service Brands [SSB] General
Manager Certification - 2015

Michael L Allen, Commercial Real Estate Invest Pro

Capital Markets / Investment Advisor # Coastal Virginia 757 # 1031
Tax Exchange # Call or Text 757-672-8756
Norfolk, Virginia Area

Summary

Commercial Real Estate Investment and Advisory Services focusing on income properties and hotels. Helping investors add quality real estate assets that drive long-term cash flow returns and capital value growth to their portfolios.

Experienced Asset Manager with an Owner and Operational experience.

Over \$100M Financing Experience in Recourse, Non-recourse, and CMBS.

Experienced 1031 Tax Exchange deals that include 1:1 and 1:many replacement purchases.

Numbers driven, 24/7 Urgency, Accountable for Results.

Experience

Harvey Lindsay Commercial Real Estate
Commercial Real Estate Investment & Leasing Pro at Harvey Lindsay CRE
April 2017 - Present (2 years 11 months)
Norfolk, Virginia Area

Proud to be part of the Harvey Lindsay Investment Team, providing real estate brokerage and advisory services to Coastal Virginia real estate investors for 50+ years. A tradition of Forward Thinking in Commercial Real Estate Marketing & Sales.

Principal Activities:

- Investment Sales and Landlord Leasing representation
- 1031 Tax Exchange Investment services

- Hotel market evaluation, brand positioning, and strategic planning
- Economic evaluation for developed and undeveloped real estate

Hotel Brand Experience:

- Starwood Hotels & Resorts International
- Marriott International
- Intercontinental Hotel Group [IHG]
- Wyndham Hotels & Resorts
- Choice Hotels International
- Carlson-Rezidor

GF Management

Area Regional Hotel Portfolio Manager and Distressed Asset Turn-Around Expert

November 2013 - November 2016 (3 years 1 month)

Richmond, Virginia Area

Principal for GF Management responsible for property management, distressed hotel turn-around, flag re-positioning, and development of a portfolio hotels in the Virginia, West Virginia, North Carolina, South Carolina, Pennsylvania, and Delaware. Brands included: Marriott/Starwood, Hilton, IHG, Carlson-Rezidor, Choice Hotels, and Wyndham. Extensive experience with REO and Foreclosure assets.

Beck Company Hotels

Vice President of Operations for a Portfolio of Hotels w/ Marriott, Hilton, IHG and Choice Hotels

June 2012 - June 2013 (1 year 1 month)

Williamsburg, Virginia

Responsible for operations of a portfolio of 10 hotels in Virginia franchised with Marriott, Hilton, IHG, and Choice Hotels. Managed and motivated a team of 15 direct reports and 300+ line employees. Responsible for Franchise Property Improvement Plans [PIP], Customer Engagement and Satisfaction, and hotel brand re-positionings.

Allen Management Group

President for a portfolio of Hotels, Office, Retail in VA, WVA, NC w/ Choice Hotels and Wyndham

February 2000 - June 2012 (12 years 5 months)

Norfolk, Virginia Area

President of a portfolio of 25 hotels, 5 restaurants, 3 office, and 3 retail properties in Virginia, West Virginia, and North Carolina franchised with Choice

Hotels and Wyndham. Responsible for development, property management, and asset management. Managed and motivated 35 direct reports and 400+ line employees.

Education

CCIM Institute

Candidate · (2017 - 2023)

University of Virginia

Bachelor of Science - Commerce, McIntire School - double concentration in Marketing & Finance · (1982 - 1986)