



Michael H. Sell, CCIM

MANAGER | INVESTMENT SERVICES GROUP

As a manager within the Investment Services Group, Michael is primarily responsible for the purchasing and disposition of assets on behalf of clients; financial feasibility analysis of proposed transactions for clients; loan and funding structure analysis; development analysis; and market research.

Prior to joining Grant Street Associates, Mr. Sell spent the majority of his professional career with PNC Capital Markets, LLC, as a Real Estate Investment Banking Analyst dealing with debt structuring; confidential offering memorandum preparation; leasing/tenant-mix analysis for proposed developments; database development for market deal tracking; and securitization market transactions.

RELEVANT EXPERIENCE

Within his tenure at Grant Street Associates, Mr. Sell has represented such notable clients as the PNC Financial Services Corporation for the sale of CMBS debt notes, the National City Corporation, Hertz Investment Group, Professional Graphic Communications, Rugby Realty, and RSME Holdings in a combination of more than 413,000 square feet of commercial real estate resulting in the sales of over \$19 million in just three years.

Sample Property Sales Include:

- 285,000-square foot office building on behalf of Hertz Investment Group located in the City of Pittsburgh
- 32,500-square foot office building on behalf of Rugby Realty Company located in the City of Pittsburgh Cultural District
- 26,500-square foot office building on behalf of Pennrove Realty LP located in the City of Pittsburgh
- 25,000-square foot multi-family complex on behalf of RSME Holdings LLC located in the Edgewood neighborhood of Pittsburgh

CMBS Debt Sales

- \$8 million note sale [80% of par] for a Homewood Suites Hotel in Orlando, Florida



Current Related Projects:

- The marketing for sale of a 22,509-square foot office building located in Warren, Pennsylvania (63 miles from Cranberry Mall). This property is fully leased to the U.S. Forest Service on a long-term GSA lease
- The marketing for sale of a 1.1-million square foot department store on behalf of Macy's. The property is being marketed with the goal of rightsizing the current Macy's Department Store in conjunction with the re-use and redevelopment of 500,000 square feet of former retail space
- The marketing for sale of two buildings, fully leased to the Commonwealth of Pennsylvania. The two are located 80 miles and 78 miles from the Cranberry Mall. (Project Pending)

VALUE TO CLIENT

By concentrating on client satisfaction Mr. Sell starts with a solid foundation of financial analysis and planning to create highly efficient, cost-effective solutions. His institutional background and strong experience in capital stack structuring, syndication, underwriting and lease abstracting lend to exceptional service and dedication to every detail of the commercial real estate process.

EDUCATION, CREDENTIALS & MEMBERSHIPS

- The Pennsylvania State University, Bachelor of Business Administration/Finance
- Series 7, Series 63 financial licenses with Cypress Alts LLC, a non-affiliated broker/dealer (Member – FINRA)
- CCIM - Certified Commercial Investment Member
- Active participant in the Real Estate Committee of the South Side Development Company (SSLDC)
- Regular contributor to the Mid-Atlantic Real Estate Journal – Western PA section

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