



Mike Erwin, SIOR

EXECUTIVE VICE PRESIDENT
San Diego Region



CONTACT DETAILS

Mike Erwin, SIOR

Executive Vice President

San Diego Region

mike.erwin@colliers.com

MOB +1 (760) 807-0909

DIR +1 (760) 930-7971

FAX +1 (442) 244-6071

COLLIERS INTERNATIONAL
5901 Priestly Drive, Suite 100
Carlsbad, California 92008
www.colliers.com/sandiego

EDUCATION AND QUALIFICATIONS

San Diego State University
MBA: Finance/Real Estate
B.S.: Finance/Economics

State of California,
Department of Real Estate
(Broker/Salesperson)
License No. 01242826

COMMUNITY INVOLVEMENT

Toby Wells Foundation
Dedicated to the emotional and financial well-being of children with disabilities.
- Board Member (since 2001)

Society of Industrial and Office Realtors® (SIOR) Member

National Association of Industrial and Office Properties (NAIOP)

Grubb & Ellis | Cassidy Turley
- Past Board Member / Shareholder

Carlsbad Chamber of Commerce
- Past Board Member

Coaching Youth Sports (15 seasons):

- Encinitas National Little League
- La Costa Youth Baseball
- Encinitas Basketball
- Pop Warner Football
- Lightning Soccer

AREA OF EXPERTISE

Mike Erwin is a commercial real estate Broker and expert specializing in San Diego County Industrial and R&D properties. He provides clients with a wide range of services, including sale and lease negotiation, financial analysis, lease analysis, market analysis, development consultation, and value assessment of commercial properties. Constantly focused on exceeding client expectations, Mike fosters productive strategic relationships with efficient and effective strategies and techniques.

BUSINESS BACKGROUND

- **2011-Present:** Colliers International | San Diego Region – *Executive Vice President*
- **1999-2011:** Grubb & Ellis | Cassidy Turley BRE Commercial – *Industrial/R&D Division*
- **1998-1999:** Burnham Real Estate Services, San Diego, California – *Industrial Leasing and Sales Broker*
- **1992-1997:** U.S. Treasury Department – *Bank Regulator /Comptroller of the Currency* Regulated national banks and reviewed over \$300 billion in commercial real estate transactions
- **1990-1991:** San Diego State Daily Aztec *Account Executive*
Sold advertising space for the *Daily Aztec*
(Awarded Most Valuable Account Executive - 1991)

EDUCATIONAL BACKGROUND

- **1991:** *San Diego State University* – Bachelor of Science degree in Finance with a minor in Economics
- **2001:** *San Diego State University* – Master of Business Administration with a Finance/Real Estate emphasis
- **2011-2018:** *Colliers University* – Real Estate Education Forum to ensure knowledge of any new changes in real estate agency

PROFESSIONAL ACCOMPLISHMENTS

- Sold / Leased over \$1 billion in transaction volume since 1998 (1,000+ transactions)
- Awarded Colliers Everest Club (Top 10% worldwide) 2015, 16, 17, 18
- Colliers Top Producer San Diego Region Companywide 2015, 2018
- Colliers Top-2 Producer San Diego Region Companywide 2015,16,17,18
- Colliers Top Industrial Producer 2013, 2014, 2015, 2016, 2018
- Colliers Top 2 Industrial Producer 2012-18
- Grubb & Ellis | Cassidy Turley averaged Top-2 producing industrial agents companywide 1999-2011
- Awarded Grubb & Ellis Circle of Excellence (Top-30 producing Industrial agents nationwide) 2003, 04, 05, 06, 07, 08, 09, 10
- Awarded *Charles Lamden Rising Stars of Business*, selected from San Diego State University College of Business graduates (one of only 10 winners since 1994)
- Multiple year winner of the San Diego County CoStar Power Broker for Industrial Leasing and Sales Award
- Awarded SDCCAR 2002 Industrial Deal Maker of the Year in San Diego County
- Awarded Rookie of the Year 1999 - highest-producing first-year agent in company history (Grubb & Ellis | BRE Commercial)
- 1995-97 Traveled throughout the Western States leading a team of Bank Regulators

PERSONAL BACKGROUND

- Married 20 years to Sabrina Lane-Erwin (Prosecutor, Department of Justice)
- Two children - ages 13 and 16
- Born in Orange County, moved to San Diego County in 1986
- Resides in Encinitas
- Enjoys all sports, outdoors, education, and involvement with children, charity and animals

Accelerating success.



Mike Erwin, SIOR

EXECUTIVE VICE PRESIDENT
San Diego Region



PARTIAL LIST OF CLIENTS

- Advanced Chemical Transport
- Alliance Commercial Partners
- Alphatec Manufacturing
- American Realty Advisors
- Amron International
- Applied Chemical Transport
- Aramark Uniform Services
- Armstrong Butcher
- Atomic Investments
- Automated Technologies
- Badiie Development
- Baked in the Sun
- Baker Electric Corporation
- Barons Market
- Beckman Coulter
- Best Buy
- Bixby Land Company
- BREG
- Caliente Sports Book
- California Tree Service
- CapRock
- Carvin Audio
- Charco Construction
- City National Bank
- Compound Solutions
- Contractors Equipment
- Cush Enterprises
- Davidson Reinforcement
- Del Mar Race Track
- DMI General Engineering
- Duco Metals
- Echo Pacific Construction
- Escondido Metal Supply
- Escondido Recycling
- Essex Real Estate
- Fenway Properties
- Fire Protection Products
- First Industrial
- Focus Real Estate
- Four-Sher Development
- Fun Bike Center
- GE Capital
- General Atomics
- Green Valley Landscape
- Hager Pacific
- Hamann Companies
- Hawthorne Equipment
- HD Supply
- Heat Factory
- Helix Electric
- Howard Industries
- HR Framing
- H2O Innovations
- Integral Communities
- Jett & Jones, LLC
- JP Morgan Chase
- JRM Real Estate
- Judd Partners
- Kiesel Guitars
- Kilroy Realty Corp
- Lanikai Partners
- Life Force International
- Lighthouse Capital Properties
- Lloyd Wells Gift Trust
- MacDermid Printing Solutions
- MachineTek Corporation
- Michelin Tires
- Millennium Construction
- Mobile Telesis
- Nations Rent
- Neal Electric Supply
- OneSource Distributors
- One Stop Systems
- ORIX Real Estate Capital
- Pacific Realty Advisors
- Padilla Construction
- PAR Electric
- Parkwest Landscape
- Pemcor Development
- Photon Control Technologies
- Plastic Display Products
- Play Co. Toys
- Professional Audio Systems
- Professional Hospital Supply
- RAF Pacifica Group
- Real Source Development
- Rexford Properties
- RREEF Properties
- Safety Syringe
- Scrooscoop Fasteners
- Seabreeze Enterprises
- Select Build
- Seltzer Caplan McMahon Vitek
- SERVPRO
- Sempra Energy Resources
- Softtub
- Square One Development
- SR Commercial
- STOS Partners
- Sunbelt Rentals
- SureCraft Supply, Inc.
- Taylor Trim & Supply
- Terminix, Inc.
- The Irish Setters
- The McDonald Group
- Tire Centers, Inc.
- Tiffany Investments
- Torrey Pines Bank
- TNT Grading
- Trammel Crow Company
- United Orthopedic Group
- United Rentals
- Urban Villages
- Veritek Enterprise
- Verizon Wireless
- Walton Street Capital
- Wellhead Power
- Wells Fargo Bank
- Yale/Chase Materials
- Ziman Realty Partners