

# Michael B. Phillips, CCIM

PO Box 7475 • Boulder, CO 80306 • Phone: 214-878-2489 • [mike@mbpcapital.com](mailto:mike@mbpcapital.com)

## Offices in Dallas and Denver

---

### Commercial & Multifamily Brokerage, Asset & Property Management, Acquisitions & Dispositions --- Multifamily EXPERT

- Multifamily / Commercial real estate **expert** with over 21 years experience
- Proven leader in his market including top buyer representation brokerage, asset and property management, and investment portfolio creation and operations
- Multi-tasking, Time Efficient, Aggressive, Professional Attitude and **Very Driven**
- Expertise through high level of personal experience in multifamily ownership, management, and brokerage
- Well rounded commercial real estate experience including multifamily, student housing, office, medical, and land
- Mastered the art of finding REO's and foreclosed multifamily deals

---

### The Statistics

- First Real Estate License in 1989
- **Lead Broker on over \$350M in multifamily transactions**
- Closed over 160 multifamily deals
- **Directly responsible for the successful property management of over 11,000 multifamily units**
- Successful management of over 75 employees
- GP / Ownership of over 575 multifamily units
- **Distressed Turn-around specialist with more than 50 renovations accomplished**
- Wrote and Owner of MultifamilyAnalyzer.com (web application in development)
- **PROPERTY MANAGEMENT EXPERT**

---

### Certifications and Licenses

- ❖ **CCIM** – Certified Commercial Investment Member
- ❖ Colorado Broker's License (Active)
- ❖ Texas Real Estate Broker's License (Active)
- ❖ Montana Real Estate Broker's License (Active)
- ❖ California Real Estate Salesperson's License (Expired)
- ❖ Commercial REO Certifications
- ❖ Commercial Pilot, Multi-engine, Instrument Rating, 2100 logged hours

---

### Professional Experience

MBP CAPITAL, INC. – Dallas, Texas

*Dallas based Firm specializing in Buyer Representation, Asset & Property Management and Investments*

**Founder, CEO, Broker**, 1/2007 to Present

Started commercial real estate company with emphasis on multifamily investment sales, buyer representation, asset management, LP partnership formation, underwriting, due diligence and feasibility studies.

#### **Selected Accomplishments:**

- Brokered over \$50,000,000 in multifamily transactions during this period
- Perfected Buyer Representation model including financial analysis, underwriting, and due diligence / feasibility study process
- Consultation and Formation of limited partnerships for the purchase of multifamily properties
- Wrote broker / agent guide to successful buyer representation
- Trained 7 brokers / agents and guided them to successful brokerage techniques and careers
- Formed strategic partnerships with lenders, brokers, attorneys and buyers of multifamily properties
- Survival and victory over Stage IV cancer and a plane crash during this period

PHILLIPS COMMERCIAL REAL ESTATE SERVICES, INC. – Dallas, Texas

PHILCO PROPERTY MANAGEMENT, INC.

PHILCO MAINTENANCE CORP.

*Full-service multifamily brokerage, property management, and investments*

**Founder, CEO, Broker**, 5/1999 to 1/2007

Founded several small commercial real estate firms that specialized in multifamily brokerage, property management, multifamily maintenance, and investments.

**Selected Accomplishments:**

- Brokered over \$300,000,000 in multifamily transactions during this period
- Started the company with one employee, me. Over 8 years, the companies grew to 80 employees, 30 buildings managed at one time and over 75 properties managed over time, up to 3,000 units managed and over 5,000 managed over time, and a brokerage company with 10 brokers / agents under my broker's license
- Established an efficient Property Management and Brokerage Company through "talented team" building, strong experience and relationships
- Developed brokers / agents from novice through to success
- All aspects of taking a company from start-up to medium sized

BSE REALTY MANAGEMENT, LLC – Dallas, Texas

*Multifamily Property Management & Brokerage*

**COO**, 1/1997 to 5/1999

Began working for a sister company, BSE Commercial Advisors, Inc., in commercial and multifamily brokerage for a short time. Shortly thereafter, we formed a property management company from scratch. I was a small percentage owner in the company. Within six months, the company obtained over 20 "third party" multifamily property management contracts, hired and supervised all on-site managers, maintenance staff, leasing agents and vendors.

ROBINSON MANAGEMENT CORPORATION – Dallas, Texas

*Multifamily Property Management & Brokerage*

**Regional Property Manager**, 5/1994 to 1/1997

Responsible for every aspect of 56 properties in Dallas and Austin, Texas (over 4,000 units). Responsible for the planning and supervision of full renovations. All aspects of management take-over, renovation, make-readies, tenant turn-over and rent increases, marketing, tenant relations, accounting, hiring (and firing) of all on-site managers, maintenance personnel and vendors. I handle all owner relations, supervision of a large staff including 30 on-site managers and more than 60 maintenance personnel. I was responsible for helping organize a rapidly growing company. I handled all legal disputes, evictions, authored the "On-Site Manager's Manual" for the company, and trained all managers. I became well versed in the TAA Redbook during this period.

---

## Technology

**Software:** MS Office (Word, Access, Excel, , Outlook, PowerPoint), Yardi, PropertyBoss, Web Site Development - **Very Computer Literate**

---

## Education

SAN DIEGO STATE UNIVERSITY – San Diego, CA

- Major: Real Estate | Minor: Finance | 1985 – 1989

---

## Professional Memberships

- ❖ North Texas CCIM Chapter and **CCIM Designation**
- ❖ Texas Apartment Association (TAA), NAA & Greater Dallas Apartment Association
- ❖ Texas Association of Realtors (TAR), NAR & North Texas Commercial Association
- ❖ Aircraft Owners and Pilots Association (AOPA)
- ❖ Past Member - Entrepreneurs Organization (EO) – Dallas Chapter