
Michael B. Phillips

President

MBP Capital, Inc.

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Summary Continued success in the ownership and operation of a Multi-family Brokerage, Asset Management & Investment Company.

Areas of Expertise

- Since 1987, I have been involved in Multi-family and Commercial real estate. The years have given me the following qualifications, expertise, and experiences:
- Brokered over \$300,000,000 in multifamily real estate transactions.
- Property management background – I have been the CEO and/or responsible for the operation of a company with up to 80 employees, 30 plus properties, and 3-5,000 units under management as well as ownership of 500 plus units – This makes me a very knowledgeable Asset Manager and Broker
- Aggressive, Professional Attitude and Very Driven
- Active Texas Broker's License. California Agent's License – expired
- Long term experience in Income Property Brokerage, Management, and Finance with over 20 years of commercial and/or apartment management in very aggressive atmospheres while excelling in brokerage.
- Multi-family portfolio ownership and supervision of third party owned properties, employees and vendors necessary for the smooth operation of the properties for which I am responsible.
- High level of computer literacy including just about all accounting, database, property management and business software (Quickbooks, all Microsoft Office programs, ACT!, Yardi, and many other specialized business and financial software)
- Extensive experience in property renovation and turning properties around that are in distress.
- Strategic and aggressive value and cash flow increases through strong asset management.
- High level of knowledge of financing, forming partnerships and getting deals done.

Experience

MBP Capital, Inc., Dallas, Texas

2007-Present

President & Chief Executive Officer

Formed yet another commercial real estate brokerage company that focuses on multi-family brokerage, asset management and investments.

Responsible for all aspects of the company and its future success.

- Investment Sales
 - Buyer Representation
 - Asset Management
 - Multifamily Investments & Partnerships
 - Loan Placement
 - Due Diligence and Feasibility Studies
 - Opinion of Property Feasibility
 - Strong Relationships through DFW in brokerage, property management and all vendor types.
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Phillips Commercial Real Estate Services, Inc., Dallas, Texas

1999-2007

Philco Property Management, Inc.

Philco Maintenance Corporation

Chief Executive Officer & Broker

Founded and built these companies from the ground up. These companies were formed to service multi-family owners, sellers and buyers.

Responsible for growth and every other facet of the company.

- 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, a brokerage company with 8 agents.
- Established an efficient Property Management and Brokerage Company through “talented team” building, strong experience and relationships.
- Developed agents from novice through to success.
- All aspects of taking a company from start-up to medium sized.

BSE Realty Management, LLC, Dallas, Texas

1997-1999

Chief Operating Officer

Began working for a sister company, BSE Commercial Advisors, Inc., in commercial and multi-family 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, I obtained over twenty third party multi-family property management contracts, hired and supervised all on-site managers, maintenance staff, leasing agents and vendors.

Robinson Management Corporation, Austin, Texas

1995-1997

Regional Property Management Supervisor

Responsible for every aspect of 16 properties in Dallas and 20 in Austin, Texas. Full renovation of all properties. 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.

Various positions in the busy Los Angeles and San Diego markets

1989-1995

- Loan officer / Broker
- Asset Manager
- Commercial real estate agent including office and retail sales and leasing.
- Property Management of office complexes and retail centers.

Professional Memberships

Texas Apartment Association (TAA), NAA & Greater Dallas Apartment Association

Texas Association of Realtors (TAR), NAR & North Texas Commercial Association

Texas Real Estate Commission

Aircraft Owners and Pilots Association (AOPA)

Entrepreneurs Organization (EO) – Dallas Chapter

Education

1985 – 1989 - San Diego State University - San Diego, California – Real Estate/Finance/Professional Pilot

Interests and Activities

My interests include family activities and home life wherever possible. I also have my Commercial Pilot’s Licensee, so I enjoy flying whenever possible. My current main interest is expanding my company and ownership of real estate. I also enjoy traveling and seeing the world.
