



## Mike George

Partner

NAI Puget Sound Properties

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## Scope of Responsibilities

Mike George joined NAI Puget Sound Properties in January 2010 and has been a Partner of the firm since 2013. A specialist in the selling and leasing of office buildings, Mike heads NAI PSP's office division and operates primarily in South King County. With over three decades of experience in commercial real estate and over 1,500 completed transactions under his belt, Mike has honed his knowledge and expertise by assisting clients in a variety of industries; over time, he's represented landlords and tenants alike and has played key roles in numerous investment and sales transactions. Since 2021, Mike has partnered with Tony Rona and together they team to provide the best possible service to all their clients.

Mike's first exposure to commercial real estate was as an intern during his senior year at the University of Washington; he immediately liked the intensity of the business as well as the people that were a part of it. He responded well to the industry's entrepreneurial vibe and liked that the brokers had the space to be their own bosses—in this industry, hard work pays off.

Today, he still appreciates these aspects of commercial real estate, and he continues to enjoy the high level of action intrinsic to the job. He likes that his work is marked by variety and finds it a privilege to be able to interact with clients from all backgrounds and industries—from institutional owners to mom-and-pop outfits—on a daily basis. Mike's end goal for all deals is client happiness, and he approaches each transaction by placing himself in his client's shoes in order to best assess their needs and objectives. Through these efforts and his breadth of knowledge and experience, Mike devises recommendations optimally structured for each client. He also recognizes the value of crafting win-win solutions that make sense to both parties, and, as an agile out-of-the-box thinker, he enjoys developing creative solutions that promote harmony across the table.

Mike appreciates that at NAI PSP, his colleagues are not only skilled and hard-working professionals, they're also "great human beings." He enjoys the company's family-like environment and the fact that NAI PSP has an open-door policy that's rare among firms in the commercial real estate industry; he credits much of the company's success to this tacit mission of helping one another out and making each other be better.

Prior to his leasing and sales experience at NAI PSP, Mike was a Senior Vice President with Colliers International for 20 years. Where he also focused on the office industry in Seattle's Southend and likes that, in this region, "you get to wear a lot of hats."

Mike was born in Seattle and raised in Bellevue, and has lived in the Puget Sound region his entire life. A father of three children, he's a huge sports

fan and in his free time can be found skiing, playing softball, spending time outdoors, traveling, and reading. He regularly travels with his daughter's softball team and has a passion for rooting on the local sports teams ("Go Huskies!").

## Professional Affiliations & Designations

- CBA - Commercial Broker Association
- WSCAR - Washington State Commercial Association of Realtors
- Delta Upsilon Fraternal Organization

## Educational Background

B.A. in Business Administration - University of Washington  
(Concentrations in Finance & Marketing)

University of Washington Foster School of Business

## Significant Transactions

- 909 Meeker Street (2,000 SF) - \$320,000
- 4242 E Valley Rd (9,231 SF) - \$1,600,000
- 6400 Corporate Center (33,666 SF) - \$4,650,000
- CenterPoint Corporate Park (435,000 SF) - \$46,250,000
- Creekside (218,426 SF) - \$39,000,000
- Earlington Business Center (27,930 SF) - \$3,105,000
- Earlington Business Center (27,930 SF) - \$4,750,000
- Evergreen Business Capital (15,830 SF) - \$2,900,000
- Habitat for Humanity Building (39,200 SF) - \$4,432,500
- Heron Building (55,755 SF) - \$3,725,000
- James Street Center (19,240 SF) - \$1,783,000
- Kent Business Center (94,134 SF) - \$5,025,000
- Southcenter Corporate Square (19,947 SF) - \$3,600,000
- Valley Medical Dental Center (32,490 SF) - \$5,050,000