



**Senior Executive Vice  
President | San Diego**

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## Mike Erwin, SIOR

### Area of Expertise

Mike Erwin is a commercial real estate Broker and expert specializing in San Diego County Industrial and R&D properties. Mike represents buyers, sellers, landlords, tenants, developers, banks, investors, clients to buy, sell, and/or lease their buildings. 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 and grows sales with new marketing strategies and techniques.

### Business and Educational Background

- **2011-Present:** Colliers International San Diego Region
- **1999-2011:** Grubb & Ellis | Cassidy Turley BRE Commercial
- **1998-1999:** Burnham Real Estate Services, San Diego, California
- **1992-1997:** U.S. Treasury Department
- **1990-1991:** San Diego State Daily Aztec

### Affiliations or Memberships

Society of Industrial and Office Realtors® (SIOR) board member

State of California, Department of Real Estate

License No. 01242826

### Education or Qualifications

San Diego State University

- Master of Business Administration, Finance & Real Estate
- Bachelor of Science, Finance & Economics

### Professional Accomplishments

- Sold / Leased over \$1 billion in transaction volume since 1998 (1,000+ transactions)
- Awarded Colliers Everest Club (Top 10% worldwide) 2015 - 2020
- Colliers Top Producer San Diego Region Companywide 2015, 2018
- Colliers Top 2 Producer San Diego Region Companywide 2012 - 2020
- Grubb & Ellis Top 2 Producer Industrial Companywide 1999-2011
- Grubb & Ellis Circle of Excellence
- *Charles Lamden Rising Stars of Business*
- San Diego County CoStar Power Broker
- SDCCAR 2002 Industrial Deal Maker of the Year in San Diego County
- Rookie of the Year 1999 (Grubb & Ellis)

### 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