



Brokerage Associate | Nampa Partner, Brokerage Services

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Education/Qualifications

Diploma - Gallup High School, NM

Military - US Marine Corps

Non-Commissioned Officer
 Training Course

Other Education:

Strategic Selling - People Builders

Selling Skills - Dale Carnegie

Sales Negotiations for Higher
 Profits - American Management
 Association

Large Account Management -
 Miller-Heiman

Strategic Account Management
 Miller-Heiman

Subdivision Development &
 Financing - Land Education
 Foundation

CCIM Institute - Real estate
 financial analysis, Troubled Assets

Mike Peña

Area of Expertise

Mike is a USMC veteran with over 25 years of professional sales experience and has been involved in over \$350 million dollars in sales transactions in 7 different countries through out his career. He has lived in Idaho for over 25 years and has a wife and 3 children. Mike enjoys cross fit, rucking, and fly fishing.

Work History

Mike joined the Colliers team in 2008, and specializes in office, retail, multifamily, investment, industrial and land transactions. Mike has a broad knowledge base in commercial real estate including site selection, valuation, and entitlement process.

• 2005 - 2007

Elite Real Estate Services

Involved in the sale of \$24 million in Real Estate Transactions from site selection to entitlement/development.

• 1991 - 2005

SCP Global Technologies

Sales Engineer involved in multi-million dollar Capital equipment sales worldwide with: Micron, Intel, HP, Texas Instruments, AMD, Motorola, Philips, AMI, Microchip, and IBM.

• 1989 - 1991

Dyn-Aerospace -Avionics Hollaman Air Force Base, New Mexico

• 1985 - 1989

United States Marine Corps, Avionics

Community Involvement

- Board of Directors - Saint Alphonsus Medical Center Nampa (2021)
- Chairman, Nampa Chamber of Commerce (2018-2020)

- Board of Directors, Nampa Chamber of Commerce (2014-Present)
- Chairman, Nampa Business Council (2014-2017)
- Vice President, College of Western Idaho Foundation Board (2017-Present)
- Volunteer, Healing Waters, encouraging the rehabilitation of veterans through fly fishing and community involvement

Represented Landlord/Seller Clients (Partial)

- DDR: Nampa Gateway and Meridian Crossroads
- Bank of the West
- Bank of the Cascades
- Biltmore Company
- Alturas Capital
- American Equity Investment Life Insurance Co.
- Alpha Lending
- Naumes Inc.
- City of Nampa
- Nampa School District
- DL Evans Bank
- Wells Fargo Bank
- HIG Capital

Represented Tenant/Buyer Clients (Partial)

- St. Luke's
- Bronco Shop
- Camp Bow Wow
- Wells Fargo Bank
- Biltmore Company
- Catholic Dioceses of Boise
- Nampa Chamber of Commerce
- Patrick Industries, Inc
- Deseret Industries
- Catholic Charities
- Bob's Bikes
- Papa Murphy's Pizza