



## Mike Herl

Vice President of Brokerage-Madison

[mherl@inlandcompanies.com](mailto:mherl@inlandcompanies.com)

*Direct Dial: 608.223.6316*

*Mobile: 608-212-4623*



3000 Cahill Main, Suite 216

Fitchburg, WI 53711

Main: 608.221.8022

Fax: 608.222.1255

Mike joined Inland Companies in February 2005 as the Vice President of the Madison brokerage division.

Since joining Inland, Mike has signed an average of 50 leases per year. These leases are a mix of office and retail spaces ranging from 600 to 8,000 square feet. Mike also completed a 10,000 SF transaction with M&I Bank in 2006 and a 50,000 sq ft lease deal in 2007 with Steve and Barry's.

Mike is responsible for recruiting and training new brokers for the Madison office and has been active in investment sales as well as being involved in several developments. Mike has quickly become one of Inland's top brokers and a leader of the Company.

Prior to joining Inland, Mike worked for another commercial real estate company in the Madison area whereby he structured an in-house leasing department, handled the leasing for 15 properties, completed 40 leases and was the project manager for two build-to-suit projects.

Mike also worked for 17 years in the entertainment business before deciding to transition to the commercial real estate industry.

### Education

- Madison Business College
- Scottsdale School of Business

### Areas of Expertise

- Retail and Office leasing
- Specializes in assisting clients with business plans
- Very familiar with all regions in the state of Wisconsin
- Investment Sales
- Project Development knowledge

### Professional Memberships

- Madison Area Chamber of Commerce
- Commercial Brokers Association of Dane County
- Commercial Association of REALTORS, Wisconsin (CARW)
- Building Owners and Managers Association (BOMA)
- National Association of Industrial and Office Properties (NAIOP)

### Community Service

- Board of Directors - Optimist Club of Madison
- Board of Directors - All Faith's Funeral & Cremation Services
- Dane County Republican Party