



## Michael Falk, CCIM SIOR

### Area of Expertise

Michael Falk and Colliers have combined forces to provide the highest quality of service to clients. He has been an experienced professional in the field of Commercial/Industrial Real Estate since 1982. Falk serves as a Commercial Market Specialist in the South East Florida Metropolitan market, delivering an elevated level of expertise. He has successfully performed site selections, corporate consulting, lease analysis, sales and leasing, nationwide. He also provides national market consulting to various Wall Street Investment Firms. He has been involved in Real Estate for over 40 years.

### Abbreviated List of Representative Clients

- Motorola
- Morgan Stanley
- Korean Air Lines/Hanjin Shipping
- Thompson Minwax
- Liz Claiborne
- ADP
- United Retail Group
- Kenneth Cole
- McCraney Property Company
- Precise Property Management
- Ecclestone Development
- DiVosta Development
- MBRE
- Vista Realty Partners
- Northwell Health
- Palm Beach Orthopedics
- Chapters Health
- Dermatology Assoc.
- OB/GYN Specialists of the Palm Beaches

### Business and educational background

Michael Falk established Michael Falk & Co., LLC in 1998, becoming a prominent figure in Southeast Florida's Commercial Real Estate Market. With expertise in Office, Medical Office, Industrial, and Investment properties, he has earned a strong reputation for successful sales and leasing.

Before starting his own firm, Michael worked with Charles Klatskin Company Inc. as Vice President, collaborating with Fortune 500 Companies. He holds prestigious designations as a CCIM and dual specialist in Office and Industrial real estate for SIOR.

Michael's achievements include representing sellers in over \$15 million transactions for 901 Northpoint Parkway and Mattamy Homes' parcel SG-10 in Port St. Lucie. He also facilitated the sale of 8900 Glades Cut Off Road in collaboration with the City of Port St. Lucie. Additionally, Michael played a key role in Turner Groves Ltd Partnership's sale of 1,700 acres at Sunrise Grove Commerce Center in Palm City, Florida.

Currently, he is expanding his expertise into the Treasure Coast market, further solidifying his position as a leading professional in the industry. Michael Falk's dedication and proficiency make him a sought-after choice for commercial real estate needs in the region.

Executive Vice President |  
South Florida  
Falk-Weprin Team  
Office, Medical, Industrial Land

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### Education or Qualifications

University of Texas, Austin - BBA

Licensed Florida Real Estate  
Broker

Licensed Texas Real Estate  
Broker

### Affiliations or Memberships

CCIM

SIOR