

CARLMICHAEL HARRISON



*Over 42 transactions in 2019
2019 gross sales and leases in excess of \$11,700,000.00
Extensive commercial seller/landlord and tenant network*

**COMMERCIAL
REAL ESTATE
BROKER**

2020

A DIRECTOR FOR CHARLESTON TRIDENT ASSOCIATION BOARD OF DIRECTORS

COMMERCIAL INVESTMENT DIVISION (CID) PRESIDENT

2019

A DIRECTOR FOR CHARLESTON TRIDENT ASSOCIATION BOARD OF DIRECTORS

COMMERCIAL INVESTMENT DIVISION (CID) PRESIDENT ELECT

2017

REALTOR OF DISTINCTION CHARLESTON TRIDENT ASSOCIATION OF REALTORS

BEACH COMMERCIAL TOP PRODUCER OF THE YEAR

BEACH COMMERCIAL CAPTAIN'S CUP

2016

REALTOR OF DISTINCTION CHARLESTON TRIDENT ASSOCIATION OF REALTORS

AFFILIATIONS

NATIONAL ASSOCIATION OF REALTORS

CHARLESTON TRIDENT ASSOCIATION OF REALTORS

COMMERCIAL INVESTMENT DIVISION (CID) MEMBER

INTERNATIONAL COUNCIL OF SHOPPING CENTERS

CERTIFICATIONS

SOUTH CAROLINA SALESMAN LICENSE

LICENSED PILOT

PROFESSIONAL ACCOMPLISHMENTS Since joining Beach Commercial in 2008, Carl Michael has increased his sales volume at an average of 33 percent each year. His market knowledge and extensive business relationships in the Charleston area allow him to bring new business to the market and find ideal tenants to grow his clients' portfolios.

As a 2014, 2015, 2016, 2017 and 2019 "Realtor of Distinction," Carl Michael is among the top 10 percent of sales producing Realtors registered with Charleston Trident Association of Realtors, having exceeded the criteria of completing over \$7.9 million in volume and/or 22 sides. According to 2016 data from Charleston Regional Business Journal, Carl Michael and his Beach Commercial colleagues produced more volume per agent than any other team in the Charleston Tri-County region. Beach Commercial's clients receive the benefit of a collaborative team and The Beach Company's extensive in-house professional services and resources.

BUSINESS AND EDUCATIONAL BACKGROUND Carl Michael was recruited to Beach Commercial to manage The Beach Company's retail portfolio. In this role he identifies prospective tenants for The Beach Company and third-party client's retail locations through intensive market research, handles new lease terms and renewals for clients and works closely with The Beach Company's asset manager to maximize profits.

In addition to participating in continuing education classes, Carl Michael is currently a candidate for the coveted Certified Commercial Investment Member (CCIM) designation, which is earned after completing a series of rigorous classes in financial analysis, market analysis, investment analysis and negotiation. He is President Elect of CTAR's Commercial Investment Division (CID), which is responsible for putting on the Commercial Market Forecast each year.

PERSONAL Carl Michael has lived in Charleston since grade school. He graduated from The Citadel where he earned his bachelor's degree in business administration.

He is an avid boater, outdoorsman and is active in the community. Carl Michael is a member of Seacoast Church and volunteers with Carolina Youth Development Center (CYDC), Big Brothers Big Sisters, and First Tee of Charleston. He and his wife, Jenny, and their two daughters live in Mount Pleasant.

