

CARLMICHAEL HARRISON



Over 66 transactions in 2020
2020 gross sales and leases in excess of \$12,600,000
Extensive commercial seller/landlord and tenant network

**COMMERCIAL
REAL ESTATE
BROKER**

2021

COMMERCIAL INVESTMENT
DIVISION (CID) PAST-PRESIDENT

2020

A DIRECTOR FOR CHARLESTON
TRIDENT ASSOCIATION
BOARD OF DIRECTORS

COMMERCIAL INVESTMENT
DIVISION (CID) PRESIDENT

REALTOR OF DISTINCTION
CHARLESTON TRIDENT
ASSOCIATION OF REALTORS

BEACH COMMERCIAL
CAPTAIN'S CUP

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

AFFILIATIONS

NATIONAL ASSOCIATION
OF REALTORS

CHARLESTON TRIDENT
ASSOCIATION OF REALTORS

COMMERCIAL INVESTMENT
DIVISION (CID) MEMBER

CERTIFICATIONS

SOUTH CAROLINA
SALESMAN LICENSE

LICENSED PILOT

PROFESSIONAL ACCOMPLISHMENTS Since joining Beach Commercial in 2008, Carlmichael 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, 2019 and 2020 "Realtor of Distinction," Carlmichael 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, Carlmichael 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 Carlmichael 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, Carlmichael 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 Carlmichael 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. Carlmichael 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.

