



Richard Bowers & Co.
Real Estate

Michael Cheney, CCIM



Career Summary:

Michael's main focus is building and maintaining long term Client relationships by helping them maximize the value of their property or working with them to find the best site based on their acquisition criteria.

He grew up in Augusta, GA and graduated from Georgia Southern University in 2003, where he was a member of Alpha Tau Omega Fraternity. Michael is a Certified Commercial Investment Member (CCIM), as well as a member of the Atlanta Commercial Board of Realtors and the ACBR Million-Dollar Club.

Michael has a broad commercial real estate background spanning 14 years and has been involved in nearly all facets of the commercial real estate industry. He began his career with Equis Corporation; an International tenant rep company based out of Chicago, where he learned the basic principles of tenant representation and leasing strategies. Michael went to work for Richard Bowers & Company in 2006, and worked on the tenant rep side of the business for 5 years honing his skills before expanding into the land and investment side of the business.

Specialty:

Land and Investment

Michael's primary focus has been the sale of land to residential and commercial developers. He has experience with all types of land and development projects, accompanied with the knowledge/involvement in the zoning process and working with the Neighborhoods and Municipalities.

His investment experience includes acquisitions/dispositions of existing commercial properties including class A, B and C apartment properties, office, and industrial buildings. If needed, he will assist his clientele through the introduction of joint venture equity partnerships, as well as recapitalizations of their existing portfolios. He represents Private, Institutional and National Clients.

Michael exhibits a level of passion for his work that cannot be denied. He works well with large groups of people and literally deals with thousands of sellers simultaneously. He is comfortable presenting in front of crowds and is successful at bringing people together for the purpose of achieving one goal by using the team approach. He enjoys stretching the limits of his abilities, has a proven track record of creating unique opportunities and works on some of the most complex real estate deals in Atlanta.

Ranked 5th: Top Ten TCN Worldwide Q4 2018 - Land Assemblage

Michael Cheney

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