



Richard Bowers & Co.
Real Estate

Paul Mendel



Paul Mendel is a graduate of Georgia State University, Atlanta, GA with a Bachelor of Business Administration. He also holds the following designation: CPM (Certified Property Manager) through IREM (Institute of Real Estate Management),

Paul is Senior Vice President of RB Management Services, Inc. and serves as a corporate tenant and landlord representative for Richard Bowers & Co. Paul has over 25 years of experience in leasing and property management. He has completed over 800 lease transactions and has managed a diverse product class totaling over 3 million square feet.

At RB Management Services and Richard Bowers & Co. Paul has established himself as a valued team leader, working successfully in turning around distressed properties in suburban and urban Atlanta. He was a member of the Richard Bowers & Co. redevelopment team focusing on the urban market, charged with property management of the renovated 17-story downtown office building in Atlanta, Five Points Plaza, after he represented the owner by leasing the entire building to the federal agency (HUD) Housing and Urban Development.

In addition, Paul headed up the management and leasing team in charge of the facilities/property management for American Cancer Society's 60 locations in seven states including Georgia, the Carolina's, West Virginia, Virginia, Maryland, Delaware, and the District of Columbia in Washington, D.C. He also represented American Cancer Society in their searches for new office space and handled all lease negotiations.

Other notable tenant representation assignments include Crawford & Co where Paul handled their office space transactions across the country.

Additional accomplishments include bringing to 96% occupied Shadowood Office Park, a three building Atlanta suburban office complex totaling 202,000 SF.

Paul's diverse experience in office leasing representing both tenants and landlords, along with his solid property management expertise enables him to professionally represent his clients and building owners in a most effective way by having a deep understanding of all the dynamics that make up a real estate transaction.

Paul prides himself on representing companies both small and large in their office lease transactions using his creativity to conclude a lease negotiation that achieves the goals of the company. He likes to say, "I operate as if I am your company's real estate department." The implication is he takes the time to understand your company, the industry you compete in, challenges and where your company is headed. Important information when making real estate decisions that are impactful years past the lease start date.

Paul is a Licensed Commercial Real Estate Salesman, a Charter Member of the Atlanta Commercial Board of Realtors - where he is a Lifetime Member of the Million Dollar Club, and a Certified Property Manager. Notably, Paul is a published contributing writer to the Atlanta Business Chronicle. Among his articles are titles such as "Leasing Office Space? Follow 10 Demandments" and "How Not To Strike Out With Your Tenants." Paul has also produced articles for Southeast Real Estate News, IREM's Journal of Property Management and has been quoted in Commercial Property News.

Paul is the 2018 president of IREM's Georgia chapter.

From 2007-2009, Paul served as president of Georgia State University's Alumni Association.

Paul is married with two children. In his spare time, Paul enjoys skiing, tennis, reading, investments and writing. He is a certified Skywarn Weather Spotter for the National Weather Service.

Specialty:

Leasing & Investment Sales
Project Manager

Partial Client List:

American Cancer Society
Crawford & Co.
Access Test Prep & Tutoring
Envision Business Management
Atlanta Business Circulators

Paul Mendel

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