

# *Michael A. Pollack*

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## REAL ESTATE INVESTMENTS

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### **Corporate Background**

Established in 1973 in San Jose, Calif., Michael A. Pollack Real Estate Investments is a full-service real estate company specializing in asset management, leasing, development and redevelopment of its own property portfolio.

In 1991, the company purchased its first Phoenix shopping center, a 23,623-square-foot eyesore that was 90 percent vacant. Pollack quickly fixed it up and leased the property. Today, Michael A. Pollack Real Estate Investments and its affiliated entities are one of Arizona's largest independent shopping center owners and operators.

The companies currently own or control nearly 60 shopping centers in metropolitan Phoenix alone. Its Arizona portfolio includes renovated retail centers in Phoenix, Tempe, Mesa, Chandler, Glendale, Peoria and Tucson. The firm, in many cases, has doubled the gross income and occupancy rates of properties in its portfolio, and the majority of its retail centers are currently 97 percent to 100 percent leased.

An advocate of infilling, renovating and repositioning under-performing commercial properties and revitalizing surrounding neighborhoods, Michael A. Pollack is known for quick deal-making, which often takes place on his Prevost touring bus outfitted with communications and computer equipment. Pollack relishes the flexibility and immediacy of a mobile office that allows him to fax an offer to buy a property from that property's parking lot.

While unconventional, Pollack's mode of operation – finding centers swiftly, closing deals rapidly, renovating and leasing quickly – is among the most effective and admired in today's market. The company frequently moves from letter of intent to signed contract to ownership in a matter of days, as decisions don't have to obtain approval from a board of directors – a luxury many of Pollack's real estate competitors do not have.

The goodwill Pollack has generated with real estate brokers during the last 30+ years has contributed to the phenomenal growth of his company. Because of its track record and long-term relationships with investors and bankers, the company enjoys quick access to funds and is able to either make cash purchases or quickly qualify for loans.

The company and its related entities currently control a real estate portfolio that includes more than 4 million square feet of properties located in Arizona and California.

Michael A. Pollack Real Estate Investments prides itself on its speed, agility and track record. This track record, coupled with an intricate knowledge of the rapidly changing real estate market, has built a real estate empire reputed for diversity, creativity, accessibility and, most important, success.

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