



MICHAEL WALSETH

Executive Vice President

Michael Walseth is the founder and leader of the Walseth Net Leased Investments team with Kidder Mathews, a team of highly-qualified retail investment professionals specializing in the sale of single-tenant, multi-tenant, sale-lease-back, and land properties nationwide. Michael built his team to serve the real estate needs of institutions, developers, and private investors. Michael has closed over 150 property transactions throughout his 20-year career, accounting for an estimated \$3 billion (US) in total consideration. Michael has been regularly featured in Globe St, Western Real Estate Business, Shopping Center Business, Bisnow, The Wall Street Journal, San Diego Business Journal, Orange County Business Journal, Los Angeles Business Journal, Orange County Register, and most other local and national real estate publications.

Michael’s unique team of specialized professionals are highly reputable in the retail industry and take great pride in a customer-centric, brand-focused sales platform. The Walseth Net Leased Investments team has a reputation for broker cooperation and going the extra mile to achieve extraordinary results for its clients. Michael’s approach to client service and cooperation has resulted in the achievement of earning national “Top Producer” sales recognition awards in 2020 (trend), 2018, 2017, 2015 and 2014. He holds national records for “highest sold price” for several brand categories including Home Depot, Starbucks, McDonald’s, 7-Eleven, and Taco Bell.

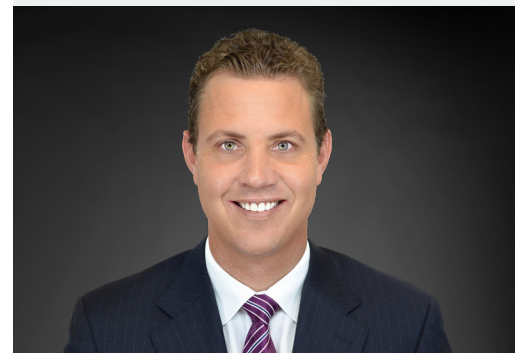
Michael’s professional career started when he joined the United States Marine Corps Reserves to afford him the opportunity to attend college at the University of California. During his formative years as a US Marine, he learned and accepted the Marine Corps values of Honor, Courage, and Commitment. Michael and his team have retained, implemented, and adopted those key core values as guiding principles for its business.

Michael’s real estate career began nearly two decades ago during which time he was a retail leasing specialist representing shopping center owners throughout San Diego, Orange, and Riverside Counties. After a successful start to his career in leasing, Michael accepted a job from one of his clients, Archstone-Smith. While at Archstone-Smith he specialized in retail, apartment and mixed-use ground-up development throughout Southern California. He quickly rose through the corporate ranks to become the Vice President of Acquisitions and Land Entitlement where he successfully acquired properties for development, fought numerous land entitlement battles and secured development approvals for over 2,500 luxury apartment units.

Michael resides in San Clemente with his wife Kristin, daughter Mackenzie (6), and son George (3). He is an avid outdoorsman and spends his spare time with his family boating, surfing, golfing, fishing, hunting, mountain biking, western horseback riding, and most other sports where he can enjoy nature or be “on the water.”

SELECT CLIENT LIST

- Agree Realty Corporation
- Black Lion Investment Group
- Brixmor Property Group
- Broadstone Net Lease, Inc
- CEC Entertainment, Inc
- Elliot Megdal & Associates
- Kitchell Corporation
- Regency Centers
- Schiffman Enterprises
- Spirit Realty Capital
- Swanson Development Group
- The Festival Companies
- Tradecor Partners
- Wohl Investment Company



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EDUCATION

BA in business economics with an emphasis in accounting, University of California, Santa Barbara

MILITARY SERVICE

UNITED STATES MARINE CORPS RESERVES Weapons Company, Port Hueneme, California

PHILANTHROPIC PARTICIPATION AND INTERESTS

SHEA CENTER FOR THERAPEUTIC RIDING active volunteer fundraiser for the ALWAYS campaign

PROJECT ACCESS past volunteer providing resources and services to low income families

AMERICAN HEART ASSOCIATION lobbyist for supporting efforts to install AED throughout apartment communities in San Diego

ORANGE COUNTY BIG BROTHERS volunteer and supporter

INTERNATIONAL COUNCIL OF SHOPPING CENTERS active member and participant

HABITAT FOR HUMANITY volunteer builder for the Orange County chapter

ORANGE COUNTY BUILDING INDUSTRY member

ULI member

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