



Michael A. Elardo, SIOR

Executive Vice President

Expertise

Michael is an Executive Vice President and head of the brokerage division at Preston Partners, Inc. He specializes in the sale and leasing of industrial real estate throughout the Baltimore-Washington corridor.

Since 1986, he has negotiated transactions totaling over 17.3 million square feet with an aggregate value of over \$766 million including over 2.15 million square feet of industrial build-to-suit transactions involving Federal Express, Solaris, Alexander's Mobility Services, Corporate Express, ADVO, Alcon Laboratories, Graham Packaging Company, McKesson Medical Surgical and TBB Global Logistics.

He joined Preston Partners in 2006 following a 20-year career with Colliers Pinkard where he was a Senior Vice President and Principal.

Representative Relationships

Landlord/Seller Representation

Prudential Real Estate	Hanover, MD	1,675,000 sf
Lehman Brothers/PCM	Baltimore, MD	1,050,000 sf
FRP Development	Hanover, MD	675,000 sf
Spector Family, LLC	Jessup, MD	220,000 sf
Security Enterprises	Elkridge, MD	156,000 sf
RREEF	Hanover, MD	122,000 sf
DCT Industrial	Savage, MD	90,000 sf

Tenant/Buyer Representation

Graham Packaging Company	National	2,100,000 sf
Alcon Laboratories	Global	677,000 sf
Reico Distribution	Elkridge, MD	172,000 sf
Meadowridge Properties, LLC	Elkridge, MD	156,000 sf
Eagle Global Logistics/CEVA	Odenton, MD	108,000 sf
Forward Air Solutions	Baltimore, MD	102,000 sf
Mercor Companies	Baltimore, MD	100,000 sf
Delsey Luggage	Elkridge, MD	84,000 sf
LB&B Associates	Jessup, MD	79,000 sf
ARICA Consulting	Jessup, MD	55,000 sf
UPS Supply Chain Solutions	Elkridge, MD	20,000 sf
Alban Tractor/Caterpillar	Baltimore, MD	80 acres

Honors

- CoStar Group Power Broker, *Top 25 Industrial Brokers in Baltimore (2003-2008)*
- Baltimore Business Journal, *Heavy Hitters, Fourth Place – Top Commercial Agents (2008)*
- First Industrial Realty Trust, *Top Performing Broker (2005)*
- National Association of Industrial Office Parks,
Industrial Build-To-Suit Transaction of the Year (2003)
- SIOR, *Largest Dollar Value Transaction/International (2001)*
- Baltimore Business Journal, *Heavy Hitters, First Place – Industrial/Warehouse (2000)*

Affiliations/Civic Involvement

- SIOR, *Member, Past President (2003)*
- Church of the Nativity, *Parishioner*