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**Michael D. Napariu, CCIM, CPA** *(inactive)*  
Senior Vice President of Sales & Leasing

Mike knows a good real estate deal when he sees it. He has extensive experience in all facets of commercial brokerage including landlord representation and leasing, tenant representation, and corporate services. He's the exclusive leasing agent for the properties owned by REI Investments, including 300 North Meridian Street, Meridian Crossing, and 11711 North Pennsylvania Street. He also works as the exclusive leasing agent for some of our clients, including such prominent Indianapolis properties as the Methodist Professional Center, and the USTA Midwest Headquarters. His in-depth market knowledge, financial expertise and significant experience allow him to provide his clients the most current information to guide their real estate decisions. Mike has completed transactions for clients throughout the United States (Chicago, Phoenix, Denver, Charlotte & Cincinnati) and even Europe.

The trick is turning good deals into great ones. That's where Mike really shines: at REI, he's exclusively completed over 780 sale and lease transactions totaling over \$430 million in value and encompassing more than 5.7 million square feet of commercial space.

Prior to joining REI, Mike spent several years with Indianapolis Power & Light, where he held several financial positions before working as a consultant for Economic Development. In this position, he worked with prospective and existing Indianapolis companies, helping them locate the property and resources needed for expansion. In his four years in that position, the companies Mike worked with made over \$40 million of Capital investment.

### **Education**

Mike is a graduate of Indiana University's Kelly School of Business with a Bachelor of Science in Accounting. He is a licensed Real Estate Broker in the State of Indiana, as well as a CCIM Designee. He is also a Certified Public Accountant.

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### **Civic Involvement**

Mike currently serves as President of the Geist Half-Marathon and is the Vice President of the Fishers Economic Development Commission. He is a past board member of the Boys & Girls Clubs of Indianapolis, Hamilton County Alliance and the Ronald McDonald House and a past Board Chair of the Carmel Chamber. In addition, he is an Eagle Scout and an alumnus of the Stanley K. Lacy Leadership Program.

### **Significant Transactions**

Faegre Baker Daniels - 139,000 sq ft  
 IU Health – 129,000 sq ft  
 Household Finance – 100,100 sq ft  
 Orchard Software Company – 56,700 sq ft  
 Continental Broadband – 52,800 sq ft  
 Asphalt Materials – 49,200 sq ft  
 EDS – 48,000 sq ft  
 Goodman Campbell Brain and Spine - 39,500 sq ft (Build to suit)  
 Community Hospital – 40,000 sq ft  
 Audiovox Electronics – 33,000 sq ft  
 UN Communications – 31,000 sq ft (purchase & later sale)  
 IU Health – 31,000 sq ft  
 National Bank of Indianapolis – 30,355 sq ft  
 FFA Merchandise Center – 30,000 sq ft (Build to Suit)  
 Blue Horseshoe Solutions – 29,250 sq ft (Build to Suit)  
 Natural Stone & Tile - 28,438 sq ft  
 University Pediatric Associates – 27,300 sq ft  
 Goodman Campbell Brain & Spine – 24,664 sq ft  
 IU Health – 24,157 sq ft  
 OrthoIndy – 22,400 sq ft  
 Pharmakon Long Term Care, LLC. – 20,800 sq ft  
 S25 TowerServ - 20,800 sq ft  
 First Financial Bank – 20,300 sq ft  
 Wells Fargo Bank - 19,722 sq ft  
 Midwest Academy - 19,600 sq ft (purchase)  
 Pulte Homes – 19,347 sq ft  
 Andretti Autosport – 18,529 sq ft  
 Fort Harrison Medical Pavillion – 18,000 sq ft (sale)  
 Performance Assessment Network, Inc. – 17,150 sq ft  
 TIC - 17,110 sq ft  
 BGBC Partners – 15,783 sq ft  
 Bacompt Systems, Inc. – 14,700 sq ft