



**MICHAEL L. ALLEN, CCIM**  
Brokerage Associate  
General Brokerage

(757) 640-9475  
[MichaelAllen@HarveyLindsay.com](mailto:MichaelAllen@HarveyLindsay.com)

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#### SPECIALTY

Michael L. Allen provides real estate brokerage and advisory services involving 1031 tax Exchanges, investment, hospitality, and development properties. Drawing on more than 20+ years of industry experience, Michael has worked with virtually all types of income producing real estate with a concentration on hospitality, office, and retail properties.

#### PRINCIPAL ACTIVITIES

- Sale and leasing representation
- 1031 Tax Exchange
- Property market evaluation, brand positioning, and strategic planning
- Economic evaluation for developed and undeveloped real estate

#### PROFESSIONAL EXPERIENCE

Former Principal for GF Management responsible for property management, asset improvement, flag repositioning, and development of a portfolio hotels in the Mid-Atlantic; Beck Companies, Vice President responsible for operations and franchise engagement including Property Improvement Plans [PIP], market analysis, and flag repositionings in Virginia; Allen Management, President responsible for development, property management of a portfolio of hotels, restaurants, office, and retail properties in Virginia, West Virginia, and North Carolina.

#### HOTEL BRAND EXPERIENCE

Starwood Hotels & Resorts International, Marriott International, Intercontinental Hotel Group [IHG], Wyndham Hotels & Resorts, Choice Hotels International, and Carlson-Rezidor

#### EDUCATION

- University of Virginia, Charlottesville, VA
- McIntire School of Commerce, Bachelor of Science in Commerce