



Mike Gabel

MBA, CRS, CSP, GRI

Keller Williams Salt Lake City

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Mike@TheGabelGroup.com www.TheGabelGroup.com

Education:

- **Real Estate Agent:** Stringham Real Estate School - 1996
- **Real Estate Broker:** Stringham Real Estate School – 1999
- **Bachelor of Arts in Economics:** University of California at Irvine - 1990
- **Masters in Business Administration:** University of Phoenix – 2001
- **CSP: Certified New Homes Sales Professional-** A National Association of Homebuilders Professional Designation - 1997
- **GRI: Graduate of the Realtor Institute** -A National Association of Realtors designation - 1998
- **CRS: Council of Residential Specialists** -A National Association of Realtors designation – 2000
- **Market updates:** Have attended annual and quarterly new construction & land market updates since 1998
- **Utah Land Institute:** Attended multiple seminars on land use and property rights since 2000

Professional Experience:

- **2011 Salesperson of the Year** – Salt Lake Board of Realtors
- **Keller Williams Real Estate Utah Region Top Performing Individual by Volume-** 2011 -11 Million in Volume
- **Keller Williams Real Estate Utah Region Top Performing Group by Volume- 2005 & 2006**, \$26 Million & \$52 Million in Volume
- Top Ten Producer in the Office 1998 to present
- Averaged over 80 transactions/year 2002 to present
- Developments/Entitlements: Land acquisition, Entitlement services & Project Management Experience
- New Homes – Specialized in new home sales 1997 – present
- Land Sales- Specialized in land sales 2001 – present
- Former Chair – Utah Association of Realtors(UAR) Forms Committee- participate in revising/drafting contracts and other forms
- Former Chair – Utah Association of Realtors(UAR) Legislative & Elections Committees- dealing with property rights issues
- Former Chair – Salt Lake Board of Realtors(SLBR) Legislative Committee- dealing with property rights & zoning issues
- Currently serve on the Legislative Committee & the Forms Committee(UAR)

Skills:

- Detail oriented, Systems driven business skills
- Market knowledge, specializing in land sales & new home sales
- Extensive database of builders & developers
- Extensive database of real estate agents that sell land & new homes
- Expert in Land Pro-forma Analysis, Comparative Market Analysis & Market Statistical Analysis

Personal:

- Former Sergeant United States Marine Corps
- Married, 5 children- love to spend time with family- camping, skiing, boating & swimming
- Enjoy playing golf, boating & skiing