



2024 Ones to Watch Industry Leaders: Michael Soleimani, SAB Capital

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Michael Soleimani
Managing Partner

“Michael Soleimani is an industry leader due to his innovative style of deal making, strategic vision for the future of his company and his people, and a proven track record of success having transacted on nearly \$4B of commercial real estate volume through his tenure. Michael maintains a level of excellence that rivals perfection, and is constantly an inspiration through the solutions he is able to offer employees, agents, and clients.” - Preet Sabharwal, Managing Partner at SAB Capital.

In the last 12 months what accomplishment are you most proud of? CRE as a whole has experienced market-level turbulence. This is an opportunity to take a deep look at your commitments and set forth a path in which you will blaze a confident and fearless trail. Our people have conveyed tremendous advisory and consultative services to clients in need of decision-making. As values have changed, so have our approaches in business. More often than not, we are advising clients to look at the array of options they have with a specific asset, most of which do not include selling today.

In the last 12 months what was one of the biggest challenges you faced as a leader and how did you overcome it? To mitigate the effects of market volatility, I've prioritized diversification of our brokerage services across different asset classes and market segments. In addition, recognizing the importance of transparency and communication during times of uncertainty, I've kept our people informed about market developments, potential impacts, and proactive strategies to find success. By fostering open and honest communication, I've built trust and confidence with our team, helping them navigate through challenging market conditions with peace of mind.

Best advice for new leaders: Make yourself indispensable by providing clients with information they have not yet taken the opportunity to think ahead on.