



**Dave Robinson,**  
**Associate Broker**  
Corporate Services Director

NAI Mid-Michigan

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### Scope of Responsibilities

Dave Robinson, Corporate Services Director and Associate Broker, has extensive commercial real estate experience in the Office, Retail, Industrial, Multi-Family and Investment specialties. Through his deep industry knowledge, financial acumen and in-depth market understanding, Dave is a trusted advisor for his clients, providing location and investment solutions for both investors and occupiers.

Prior to joining NAI, Dave worked for area commercial real estate firms in positions of leadership while representing clients and managing a high volume of transactions. He has a consultative style when engaging with clients to accomplish their real estate goals and objectives. He is equally comfortable and adept at negotiating a small lease or a large, complex transaction.

### Education

Bachelor of Science Michigan State University  
CCIM course work

### Background & Experience

Dave left a successful General Motors engineering career where he was instrumental in the design of two new clean-sheet-of-paper engines, the first for GM since World War II. To stay rooted in the Greater Lansing Area, Dave started his commercial real estate career where he has since held positions of leadership as well as worked as a sole practitioner.

As part of his experience, Dave negotiated the purchase and conduit financing of Lansing's most prominent building, the former Michigan National Tower, now Boji Tower. He also negotiated the purchase and conduit financing of a \$73,000,000 office/retail portfolio and has assisted many buyers, sellers, tenants and landlords as their representative and/or real estate consultant.

### Professional Affiliations

- Former Treasurer, Intermediate School District Board of Education
- Former Officer, Williamston Community Schools Board of Education
- Former Member, Williamstown Township Compensation Committee
- Former Chair Member, Trinity Church Business Operations Board
- MAR: Michigan Association of REALTORS®
- NAR: National Association of REALTORS®
- CBOR: Commercial Board of REALTORS®