



Jeff Shapiro, GRI
Principal

NAI Mid-Michigan

O: 517 487 9222

C: 517 881 4390

jeffshapiro@naimidmichigan.com

Scope of Responsibilities

Jeff Shapiro, Principal/Managing Partner at NAI Mid-Michigan, has over 40 years of Mid-Michigan commercial real estate experience and is active in the Office, Investment and Property Management specialties. His expertise includes landlord representation and leasing, owner representation and management, site selection, land acquisition and development.

Jeff is a founding member of TMN Commercial and in 2013, TMN Commercial joined forces with NAI Mid-Michigan Vlahakis Commercial to form NAI Mid-Michigan/TMN Commercial. Jeff provides strong leadership and direction to the overall organizational structure, culture, programs and processes by which the company operates. He is a positive force for achievement, new business development and client service.

Jeff's clients benefit from his construction services background, deep market knowledge and decades of commercial sales and leasing experience providing them with superior solutions and outcomes.

Education

Pace University, New York, NY

Background & Experience

Prior to 2013, Jeff was a licensed builder holding the position of Vice President of Business Development for TMN Builders, Inc. and TMN Commercial, companies he helped establish in 1980. A specialist in commercial office design and leasing as well as land planning and development, Jeff has been involved in the construction of more than 1,000 homes and office buildings throughout the Greater Lansing Area.

Professional Affiliations

- Graduate of the Realtor Institute of Michigan (GRI)
- Greater Lansing Association of REALTORS®, Board of Directors, Member
- Former President, Greater Lansing Association of REALTORS®
- Former Realtor of the Year, Greater Lansing
- MAR: Michigan Association of REALTORS®
- NAR: National Association of REALTORS®
- CBOR: Commercial Board of REALTORS®