

Professional Profile

Mark Hinchey



Sales and Leasing Associate

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Mark joined Solon Gershman, Inc. in 2009, specializing in office and retail sales and leasing as well as investment real estate. He has been in commercial real estate for over ten years, and working exclusively as a broker over the past 6 years. He began his career in facilities management and grew this experience into positions in property management where he managed and leased Class A office buildings, retail and industrial portfolios.

In addition to his market knowledge, Mark's financial and physical knowledge of commercial properties has added value to both owners and tenants he has represented as a broker. He has worked with such clients as Isle of Capri Casinos, RG Capital, Gorman & Gorman Home Loans, Metro Heart Group and Ameriprise Financial.

KEY EXPERIENCE

Isle of Capri Casinos (IOC), whose corporate headquarters was located in Biloxi, MS for 10 years, sought to relocate to a more central and weather stable part of the US. Under a tight time constraint, IOC's 60,000 SF relocation was completed in 8 months. Highlights of major benefits negotiated include: an effective lease rate 18% lower than the current market rate, a tenant improvement package valued at \$40.00 PSF, \$2.6 million in local and state government incentives and one year free rent.

Ciber, Inc., an international software development firm, was nearing their lease expiration with no options left to exercise. Proposals were requested from surrounding properties and from their current location. As a result, using information and lease offers from other properties, Ciber's lease at their current location was extended for five years with a reduced average rate, tenant space improvements, a cancellation option after 3 years and 2 months rent abatement.

PROFESSIONAL AFFILIATIONS

- St. Louis Association of Realtors (SLAR)
- Missouri Association of Realtors (MAR)
- National Association of Realtors (NAR)

EDUCATION

Southern Illinois University, Carbondale, IL
-B.A.

COMMUNITY INVOLVEMENT

- United Way-St. Louis Cares
- Oasis Intergenerational Tutoring

