



Michael R. Linton

PROFESSIONAL QUALIFICATIONS

Real Estate Broker · Investor · Advisor

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Professional Profile

Real estate broker and principal with **39 years** of transaction experience spanning residential, commercial, land, and distressed assets. Founder and CEO of **Linton Global Partners**, a seven-company real estate, proptech, and fintech group. Advises owners, investors, lenders, and institutions on acquisition, disposition, financing, and portfolio strategy — combining traditional brokerage judgment with proprietary technology built in-house.

Practice experience covers full market cycles — the S&L crisis, the post-9/11 dislocation, the 2008 financial crisis, and the current interest-rate and office/retail repricing — with particular depth in distressed and bank-owned property.

Property Types Served

Residential (1–4 family) Luxury & waterfront Condominium Multifamily & apartments Office & medical office
Retail & NNN net-lease Industrial & flex Hospitality Land & development Mixed-use Self-storage
Special-purpose

Core Capabilities

- ◆ **Distressed & REO** — bank-owned disposition, non-performing loans, workouts, foreclosure and short-sale strategy
- ◆ **Investment sales** — pricing, positioning, marketing, and negotiation across asset classes
- ◆ **Buyer & seller representation** — residential and commercial, owner-user and investor
- ◆ **Capital advisory** — debt placement, lender matching, bridge and permanent financing structure
- ◆ **1031 exchange strategy** — replacement-property sourcing and exchange timing
- ◆ **Valuation & BPO** — broker price opinions and disposition analysis for lenders and servicers

Depth of Experience

Thirty-nine years of continuous practice — buying, selling, financing, and working out real estate through four complete market cycles. The judgment that protects a client is built in the downturns, not the runs.

- ◆ **The S&L crisis** — distressed acquisition and disposition when the entire market was distressed
- ◆ **Post-9/11** — hospitality and travel-driven dislocation, and the workouts that followed
- ◆ **The 2008 financial crisis** — REO, non-performing loans, short sales, and bank-owned disposition at scale
- ◆ **The current repricing** — higher-for-longer rates, office and retail stress, and a maturity wall still working through

Engagements have ranged from a single residence to institutional portfolios — and from straightforward listings to files carrying title defects, deferred maintenance, code violations, estate and divorce timelines, and lender deadlines.

Who He Works With

- ◆ Homeowners & sellers
- ◆ Private investors
- ◆ Banks & servicers
- ◆ Buyers & owner-users
- ◆ Estates & trustees
- ◆ Institutional owners

Licensure & Credentials

Florida Real Estate Broker

License #BK703722 — State of Florida

REALTOR®

National Association of REALTORS® member

NCREA

National Commercial Real Estate Advisor

CREIPS

Certified Real Estate Investment Property Specialist

Technology & Platforms

Technology developed in-house under Linton Global Technologies and used directly in client engagements — the practice runs on a documented, reproducible analysis rather than opinion alone.

REOMind.ai

AI-assisted underwriting, disposition strategy, and an examiner-grade audit record generated for every recommendation.

Linton Global LenderMatch

Matches financing requests to lender credit boxes by geography, leverage, coverage, and asset class.

CREDDS Scoring

Reproducible multi-dimension scoring model for distressed assets, with an insufficient-data guardrail.

Valuation & Analytics Suite

Cap rate, DSCR, NOI, LTV, and exchange modeling tools supporting pricing and structure decisions.

Markets Served

Licensed and active throughout **Florida**, with concentration in Orlando and Central Florida, the I-4 corridor, Tampa Bay, and the Space and Treasure Coasts. Properties located outside Florida are served through vetted referral partners licensed in the applicable jurisdiction.

Authorship & Thought Leadership

- ◆ Author of a published library of real estate guides covering acquisition, financing, 1031 exchange, and distressed strategy
- ◆ Host, *Inside 1031 Deal Flow* — exchange strategy and replacement-property sourcing
- ◆ Host, *Chicago Deal Flow* — market and transaction analysis
- ◆ Publisher of an ongoing market-intelligence series on Florida real estate, financing, and distressed assets

Professional Approach

- ◆ **Principal's underwriting.** Every asset is analyzed the way a principal analyzes a purchase — the objective is the client's net result, not transaction velocity.
- ◆ **Documented reasoning.** Pricing and strategy recommendations carry a written, reproducible basis that clients, lenders, and auditors can review.
- ◆ **Full-cycle perspective.** Four decades across multiple downturns and recoveries inform pricing, timing, and risk judgment.
- ◆ **Discretion.** Sensitive dispositions, estates, and institutional portfolios handled with confidentiality as a default.

The Linton Global Group

Linton Global Partners (holding company) · Linton Global Solutions (brokerage) · Linton Global Technologies · Linton Global Capital · Linton Global Compliance · REOMind.ai · 1031 Deal Flow

References

Client, lender, and institutional references available upon request.