



## MICHELE KORNBLUTH, SIOR, CCIM

HEALTHCARE  
COLUMBIA,  
MARYLAND

Principal

### PROFILE

Michele Kornbluth is a Principal at Lee & Associates C-Maryland, where she is an integral part of the National Healthcare Group. She specializes in medical tenant representation including leasing and site selection. Michele has a proven ability to develop and implement real estate strategies that support business and financial objectives.

Michele has successfully negotiated transactions over a diverse portfolio of medical practice space including surgery centers (ASCs), imaging, laboratory, ancillary retail, general medical office and dental practices. Michele understands private equity-involved practices and their motivations regarding EBIDA. She understands regulatory issues concerning HIPAA, Stark and the Affordable Care Act and advises her clients accordingly.

Michele has a proven track record of negotiating over 174,685 SF worth over \$20 million dollars for medical professionals.

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### PARTIAL CLIENT LIST

- ▶ Howard Hughes Corporation
- ▶ BECO Management, Inc.
- ▶ Bodywise Physical Therapy & Wellness
- ▶ Regus (Business Suites)
- ▶ Cedar Ridge Counseling Center
- ▶ The Spine Center
- ▶ Columbia Medical Center
- ▶ Sandy Spring Bank (Commerce 1st Bank)
- ▶ Medical Services of America (Community Home Health)
- ▶ Doctors Community Hospital
- ▶ General Growth Properties (GGP)
- ▶ Guardian Realty
- ▶ Johns Hopkins Medicine
- ▶ KureSmart Pain Management
- ▶ Clearway Pain Solutions

### CAREER SUMMARY

- Negotiated over 174,685 SF sales and leasing transactions valued over \$20,211,277 Attained SIOR designation (2007)
- Attained CCIM designation (2013)

### EXPERIENCE

- 2014 -- Present: Lee & Associates Chesapeake Region | Principal
- 2003 -- 2014: NAI KLN Commercial Real Estate | Office Sales and Leasing Broker
- 2002 -- 2003: Lehman Brothers | Analyst
- 2000 -- 2002: Paramount Properties | Commercial Sales Broker

### EDUCATION

- Rutgers University: BA in Economics and Psychology
- University of Maryland: Masters of Education

### BUSINESS AND COMMUNITY INVOLVEMENT

- Certified Commercial Investment Member (CCIM)
- Member of the Society of Industrial and Office Realtors (SIOR)
- Certified Green Broker through the US Green Building Council
- Lee Healthcare Group