



SOPHY

COMPANIES

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About Us

SOPHY is defined as knowledge, wisdom, and understanding. At Sophy Companies, we specialize in urban infill developments that enhance the built environment by leveraging public-private partnerships to produce mixed-income, mixed-used communities. As a minority-owned and millennial managed, fully integrated commercial real estate firm, we have a keen understanding of urban development practices that benefit our stakeholders and strengthen our communities.

Capabilities

Development	We utilize our market expertise, relationships and resources to implement a dynamic approach to urban development. We combine community needs with creative design, technology and sustainable development practices to create innovative real estate solutions.
Acquisition	We leverage our experience and market knowledge to identify and acquire unique value add investment opportunities. We target multifamily and retail anchored development sites that have the potential to be repositioned for success in growing markets.
Property Management	Experienced property management services for multi-family properties. Turnkey operation allows for seamless end-to-end services for passive investors.
Investment Management	We believe that our true success lies in building and maintaining close relationships with our capital partners, from the smallest private investor to our largest domestic or international institutional partner. We build trust through transparency and communication.
Program Management	We leverage our technical expertise to proactively manage the entire development process. Our market knowledge and expertise allows us to navigate variables and potential problems to achieve desired outcomes.
Brokerage	We provide brokerage services for internal and strategic third-party buyers and sellers.

About the Founder

Michael L. Green is an accomplished real estate and community development entrepreneur, investor, and philanthropist. Specializing in developing mixed-use, mixed-income communities, Michael is the founder and CEO of Atlanta-based Sophy Companies, where he leads the acquisition and development of public and private real estate, commercial retail properties, and real estate technologies. Notably, Sophy Companies is the lead partner in the redevelopment of Atlanta's Civic Center, a historic 20-acre site that will include a performing arts center, a school for the arts, and mixed-income housing - creating an innovative arts district in the city's center.

Michael also serves as vice chairman and formerly treasurer of the Atlanta Fulton County Recreation Authority (AFCRA). During his tenure with the Authority, Michael worked on the financing and redevelopment plan for the \$200M renovation of Atlanta's State Farm Arena (formerly Phillips Arena), the \$50M Zoo Atlanta facility expansion, and the \$30M sale of Turner Field to Georgia State University.

An advocate for community engagement and empowerment, Michael has served as a board member for the Kid Entrepreneurs Need Opportunities Foundation, First Tee of Atlanta, and Propel ATL. He also serves as chair of AFCRA's Community Projects Committee and was recently appointed to the Central Atlanta Progress Stitch Steering Committee, a transformational civic infrastructure investment that will connect Downtown and Midtown Atlanta.

Michael received his undergraduate degree from Morehouse College and two graduate degrees from The Georgia Institute of Technology: a Master's in Business Administration focused on the Management of Technology and a Master's in Real Estate Development; he studied Real Estate Law at Emory Law School. He holds certificates from Beijing University P&T and General Assembly and is an alumnus of the Urban Land Institute's Center for Leadership, LEAD Atlanta, Leadership Buckhead, and United Way's Volunteer Training Program.

