



## Cutler Martin

### Managing Director

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## Professional Experience

Cutler Martin manages the investment initiatives at Martin Commercial Properties including acquisitions, new construction, and dispositions. He has been with the company since 2018 and has successfully completed projects across multiple asset classes. Cutler brings an innovative, contemporary perspective on business operations and management to Martin Commercial Properties. He specializes in leveraging distressed and underperforming assets to optimize value through research-based predictive methodology. He is highly skilled at deal structuring, financial modeling, identifying thematic investment trends and positioning assets for long term success.

Cutler represents several ultra-high net worth investors and actively pursues investment opportunities across the United States.

A graduate of the Stephen M. Ross School of Business at the University of Michigan, Cutler earned his Bachelor of Arts in Political Science, as well as three Academic All-Big Ten Selections as a four-year varsity hockey player.

Cutler is the third generation in his family to work for Martin Commercial Properties — the company founded by his grandfather, William G. Martin in 1962, and led for more than 40 years by his father Van W. Martin. He continues the Martin legacy through the tradition of building strong relationships and contributing to the prosperity and economic development of communities he serves.

## Accolades and Significant Transactions

- Founder of Riverstone Capital Partners, a private real estate investment company
- 200,000 SF acquisition of industrial distribution facilities
- Secured new single tenant 80,000 SF build-to-suit warehouse data center
- Successful repositioning of retail center and disposition achieving a 2.5x equity multiple over 18-month period
- Successful repositioning of industrial portfolio and disposition achieving a 5.2x equity multiple over 24-month period
- Currently developing +500,000 SF of self-storage in multiple states

## Education

- University of Michigan, Bachelor of Arts
- State of Michigan Real Estate Salesperson License