



Michelle Hudson, SIOR, CCIM Principal

Partial Client List

- Aquire
- Blue Star Development
- Bright Horizons
- CASI
- Concho Partners
- DFL Properties
- Diebold
- Eagle Global Logistics
- Earl Owen Company
- Everge
- Field Investments
- First United Leasing Corporation
- Garden Ridge
- GE Accessory Services
- GE On Wing Support
- Genusys
- Hertz Corporation
- ICI Construction
- Interstate Batteries of America
- JDB Real Estate Investments
- Kansas City Life Insurance
- Douglas Revocable Trust
- Level 3 Communications
- Lumber Liquidators
- Manara Academy
- Mecox Gardens
- Mobile Production Service, Inc.
- O'Rourke Sales Company
- Pepsi-Cola Bottling Company
- PressCut Industries
- Questar, Inc.
- Red River Cold Storage
- Roadway Express
- RREEF
- Sonic Restaurants
- Sprinkles
- Standard Register
- Stanley Tool Works
- Surgical Hospital of Austin
- Texoma Cold Storage
- Twinrose Investments
- Value & Service Logistics, Inc. (Panasonic)
- VMY Properties, Inc.

Professional Experience

Michelle's expertise in commercial real estate is marked by her exceptional service to high net-worth individuals and entrepreneurial companies. Originally specializing in industrial and manufacturing facilities, she has broadened her scope to include the sale and acquisition of investment properties. Michelle has orchestrated numerous successful sale/leaseback transactions across various property types, leveraging her corporate background to devise innovative, long-term solutions that align with client goals.

Before founding Hudson Peters Commercial, Michelle distinguished herself as a top performer at Burr & Temkin Commercial and Henry S. Miller Commercial for fifteen years. Recognized as a leading broker in the region, she has facilitated over \$1.3 billion in leases, property, and investment sales throughout her career. Her entry into commercial brokerage was preceded by roles in facilities management at Pizza Hut and Rent-A-Center, where she honed her skills in operational and property oversight.

Associations

- Commercial Investment Real Estate Institute (CCIM)
- Society of Industrial and Office Realtors (SIOR)
- North Texas Association of Realtors (former board and executive committee member)
- Member ELC Texas Women's Foundation
- President, Board of Directors of WiNGS Dallas
- Chair of CREW in the Community, 2015
- Past President - Commercial Real Estate Women, 2014

Recognition

- Stemmons Award Finalist- NTCAR 2022 & 2023
- Women of Influence - Globe Street Real Estate Forum 2022
- Power Broker Award-D/CEO Magazine
- Outstanding Achievement Award-CREW 2016
- Winner of the CREW Advancement of Women Company Award, 2011
- Heavy Hitters - Dallas Business Journal
- Deal of the Year with Banderas - National CREW 2004

Education

- M.A. in Economics from Wichita State University
- Executive Leadership Certificate from Southern Methodist University
- Society of industrial and Office Realtors (SIOR) Designation
- Certified Commercial Investment Member (CCIM) Designation

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Complicated Transaction and Investment Sales Experience

Corner Stone Automation —190,000 SF Build to Suit Industrial in Frisco, TX. Represented the Tenant/Buyer	\$10,800,000
Austin Surgical Center —72,000 SF Surgical Center at 3003 Bee Cave Road, Austin. Structured new lease agreement with Hospital Partners of America to accomplish sale. Represented Seller.	\$16,490,000
US Oncology —14,000 SF Cancer Treatment Center, Denton, TX—15 year lease. Represented Buyer—Bank owned Investment Fund.	\$5,600,000
Earl Owen Company —Carrollton, TX—Represented Buyer in the acquisition of new corporate headquarters and distribution center—150,000 SF.	\$4,900,000
25 Store Sonic Portfolio —San Antonio, TX—Represented Buyer of portfolio, then re-sold as individual stores to Private Investors.	\$22,000,000
200 Fitness Court —75,000 SF Olympic Gymnastics Studio. Represented Seller. Worked with architect to re-purpose facility. Sold to a Church.	\$9,800,000
Texoma Cold Storage —45,000 SF Cold Storage Logistics Facility on 15 acres. Represented the Seller, sold as Operating Business and Real Estate to my client, a Private Investor.	\$2,700,000
Manara Academy —Charter School—Represented the buyer/school, in 7 lease or purchase transactions.	\$14,000,000
Star Pizza Box —100,000 SF warehouse/manufacturing facility, Mesquite, TX—Represented the Buyer. Structured sale/leaseback with Seller occupying 50% of the facility and new buyer occupying 50%.	\$2,000,000
1125 Waldron Drive —112,000 SF cold storage facility—Represented the Seller, a Bank REO. Found new tenant and then sold as an investment to a Private Investor.	\$3,000,000
110,000 SF Warehouse project in Grand Prairie—Extended the lease with Pratt & Whitney for 7 additional years and then Represented the Purchaser.	\$4,500,000
Tractor Supply Portfolio Sale —Represented Seller on disposition of 9 stores. Buyers varied from Public REITS, to my clients, to Private Investment Funds.	\$27,000,000
Addison Manufacturing Facility —Represented Seller. Structured long term sale/leaseback. 10 year term. Buyer was my client, Private Investment Fund.	\$3,000,000
Garland Manufacturing Facility —Represented Purchaser. Structured long-term sale/leaseback.	\$3,500,000
300,000 SF Warehouse in Carrollton —Represented Seller. First leased the property to Chrysler and then sold to Private REIT.	\$9,800,000
600 109th —543,000 SF Multi-tenant industrial in Arlington. Off-Market project. Structured a leaseback of 40% of the center with the Seller. Represented the Purchaser., a public REIT.	\$13,750,000
Interstate Power Systems —66,000 SF Industrial net leased building in Gillette, Wyoming. 7 year lease with guaranteed tenant buy-back if lease not renewed. Represented the Purchaser and then the Seller when resold 7 years later.	\$21,000,000
Maple & Inwood —3.5 acre industrial site next to the DART station. Worked with environmental clean-up through the issuance of a MUD, sold to an apartment developer. Represented the Seller.	\$5,200,000
Halliburton —24,000 SF industrial project on 5 acres in Longview Texas. Represented the Purchaser.	\$2,390,000
VMY Properties LLC —Represented the Purchaser in the purchase of 4 multi-tenant retail centers in Lancaster, Weatherford, Greenville, and Denton.	\$10,715,000
DFL Properties —Represented the Purchaser in the purchase and then subsequent sale of 5 single tenant office buildings in Irving, Coppell, Bedford, Sherman and Grapevine.	\$28,000,000
3002 Century —Represented the Purchaser in a sale/leaseback of a telecommunications manufacturing facility.	\$3,200,000
Commodore Industrial —Represented the Seller in a competitive bid sale that resulted in Sale Price above asking.	\$7,000,000
Watters Road —Represented Purchaser in acquisition of garden office project.	\$19,000,000
Coit Office —Represented Purchaser in acquisition of a multi-tenant office property to occupy.	\$4,900,000

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