

Professional Biography

Michael Walker



With over 21 years of experience in real estate, Mike has worked as advisor and consultant for some of the largest real estate brands in the US. His passion for law and ethics have prompted him to independently study both national and local levels of real estate conduct. His diverse knowledge of the real estate business extends well beyond that of simply residential and commercial sales. Mike has succeeded as an agent, managing broker, owner and developer throughout his real estate career.

Mike has spent 14 years teaching negotiation as a professional advisor to real estate brokers nationally. He has worked with over 10,000 agents, across 31 states in the U.S., involving various aspects of transaction negotiation, mediation, and consumer prep. He recently worked as a negotiation consultant for the City of Philadelphia and contributes to the curriculum of several universities and educational institutes on a regular basis.

Mike has held Broker licenses in New York and Colorado and has been a proud member of NAR and other local Non-NAR Boards for most of his career. He is passionate about the evolution of the real estate industry and is always looking to stay on the cutting-edge of the latest real estate trends. A lifetime of seasoned experience and well-honed expertise drives Mike's support of real estate professionals who desire to reinvent their business approach and see the value in negotiation skillsets.

Originally from Colorado, Mike grew up as an athlete and still participates in outdoor activities like football, skiing, hiking and stand-up paddle boarding. He also enjoys photography and the arts, but his favorite hobby is helping entrepreneurs develop their business strategy as it pertains to growth and development. He moved to New York City 11 years ago and currently resides in Westchester County with his wife Jes and daughters Ella & Mallory.

500 Words or Less:

As the former CEO and National Director of the Real Estate Negotiation Institute with 21+ years of real estate experience, Mike has been a consultant for some of the largest real estate groups in the US. Since 2009, he has been a key advisor to multiple national brands and worked with 10,000+ agents, across 31 states. He recently served as a negotiation consultant for the City of Philadelphia, and he regularly contributes to the curriculum of several universities and educational institutes.

