



SOPHY

CAPITAL

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About Us

SOPHY is defined as knowledge, wisdom, and understanding. At Sophy Capital, 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 Green is an accomplished real estate professional with more than 15 years of experience in real estate development, tax credit finance, brokerage, construction and property management with a proven track record of structuring and executing public-private partnerships.

Specializing in the development of mixed-use, mixed-income communities, Michael is the founder and CEO of Atlanta-based Sophy Capital, where he raises and allocates capital to create, acquire and develop unique business opportunities; leading successful investments in real estate, real estate technologies and retail. Serving currently as Vice Chairman and formerly as Treasurer of the Atlanta Fulton County Recreation Authority (AFCRA), Michael structures municipal bond transactions to develop and renovate sports and entertainment assets owned or managed by the Authority. Notable accomplishments during his tenure include the financing of the \$200M renovation of Atlanta's State Farm Arena (formerly Phillips Arena), the \$50M Zoo Atlanta parking deck and facility expansion and the \$30M disposition of Turner Field.

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 as well as a Master's in Real Estate Development; he is currently studying 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 (ULI) Center for Leadership, LEAD Atlanta, Leadership Buckhead and United Way's Volunteer Training Program.

