

# MICHAEL O'CONNOR

2025 N. Summit, Milwaukee Wisconsin 53202 (414)-406-8888  
Office: (414)-264-5901 or moconnor@dominion-properties.com

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## Career Highlights:

Real Estate Professional specializing in real estate investments, sales and acquisitions, property development, property management, marketing and networking.

## Education:

BA, Political Science - Marquette University - 1986 - 1990

- Political Science Major
- Congressional Aide Intern, Washington D.C.

## Professional Background

1990-2000 **Regional Manager, Loan Officer - Mortgage Banking**  
Milwaukee, Wisconsin

- Originating first and second mortgages for investors and other residential home owners.
- Wholesale mortgage lending

2000-Present **Principal, Dominion Properties**  
Milwaukee, Wisconsin

- Own and manage portfolio of over 260 units
- Manage company sales and acquisitions
- Leader in directing company goals, missions and daily operations
- Developer in company green initiatives, the Sage Brand
- Oversee company marketing and advertising
- Manage client relationships
- Real Estate mentor to employees and community members

## Bio:

Shortly after the purchase of his first property in 1996, Mike partnered with long-time friend, Christopher Adams to found property management and development company, Dominion Properties. Together, they own a growing 260 apartment units, scattered throughout Milwaukee's East Side. Mike is the networking, big picture guy and creative visionary that every good partnership needs. While he's just as willing to get his hands dirty as any other member of the Dominion Properties' team, he likes to focus on fostering relationships in the Milwaukee business and real estate community. His background in political science and mortgage banking helps him analyze situations, make good business decisions and build quality relationships. Mike also co-leads the company's green initiatives and development of

sustainable apartment brand, "Sage". Together they have developed Wisconsin's first LEED Platinum Certified apartment building, Sage on Jackson, with development plans of several others underway.

**Membership & Association Involvement:**

- Southeastern Wisconsin Apartment Association Member
- Green Master, Wisconsin Sustainable Business Council
- Milwaukee RING
- Milwaukee REIA
- Eastern Milwaukee City Council Member
- Milwaukee "Green Drinks" contributor

**Awards/Achievements:**

- LEED Platinum Certification (Sage on Jackson Apartments), USGBC
- Green Master, Wisconsin Sustainable Business Council
- "Cream of the Cream City Award" recipient, Historic Preservation Commission
- Real Estate Award recipient, Milwaukee Business Journal
- Top Projects Award recipient, Daily Reporter