

www.GallelliRE.com

GALLELLI REAL ESTATE

Investment Team





Culture. Tradition. Relationships.



Gary Gallelli

CEO

ABOUT

Gary is a second generation real estate professional with over 30 years of commercial real estate experience. He began his brokerage career with Grubb & Ellis in 1993 and by his second year, earned the title of Overall Top Producer. In 1995, Gary, along with his family, started their own brokerage firm which was later sold to Colliers International in September, 1997. Over the course of his career at Grubb & Ellis, Colliers International and Voit Real Estate Services, Gary was consistently in the top two highest producing agents in the firm. In 2005, Gary was the Overall Top Producing agent for Colliers International nationally.

During the start of his career, Gary has assisted banks in the disposition of their real estate assets. He was successful in selling a high percentage of the distressed commercial assets in the Sacramento region. Toward the end of the 1990s and through the early 2000s, Gary was instrumental in identifying and acquiring turn around properties for his clients which led to him being asked to join the partnership structure and provide the presentation packaging for the equity and financing sources to fund the acquisition. It was this aspect that allows Gary to bring a unique perspective to the brokerage world as he has, as an owner and partner, been responsible for overseeing the entitlement of both single family, multifamily, retail, office and industrial projects from raw land to approved tentative map. In addition as an owner and partner, he has overseen the rehab and subsequent re-tenanting of apartments, retail and office complexes over his career. It is this understanding that has been instrumental in his success as one of the premier investment agents in the west coast. He has sold over 10,000 apartment units, millions of square feet retail, office and industrial properties as well as thousands of acres of both entitled and unentitled land.

In 2014, Gary Gallelli left Voit Real Estate and started Gallelli Real Estate. He has successfully recruited the top talent in the industry as Managing Director and continues to be a top investment producer across the region. Gary has been awarded the Apartment and or the Investment Broker of the Year 7 times from the Sacramento Region Association of Commercial Real Estate (ACRE) and has sold well over \$2 billion dollars of commercial real estate over the course of his career.

ACHIEVEMENTS

ACRE Investment Broker of the Year	2005, 2011, 2012, 2013, 2015, 2019
ACRE Apartment Broker of the Year	2001
Voit Sacramento Overall Top Producer	2010, 2011
Colliers International Sacramento Top Investment Producer	1997, 1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009
Colliers International Sacramento Overall Top Producer	1997, 2000, 2002, 2005
Colliers International US Overall Top Producer	2005
Grubb & Ellis Sacramento Overall Top Producer	1994

EDUCATION

California State University, Sacramento
Business Finance
Bachelor of Science

Investment Team Profiles



MICKEY TURPEN

Senior Vice President

Mickey Turpen is a second generation real estate professional with 20 years experience in commercial real estate. Mickey started his career with Colliers International and was with them for seven years. He then worked for one of Sacramento's largest private developers, Jackson Properties, Inc. as an asset manager. Since joining the Gallelli Investment Team, Mickey has played an integral role in the sale of over 2,000,000+ square feet of commercial properties across the West Coast. His ability in day-to-day negotiations and market research has proven to be a significant asset to his team and clients.



PAT RONAN

Assistant Vice President

Patrick Ronan earned a Bachelor of Science degree in Business (Finance) from California State University, Sacramento in 1996. After 5 years with a Global Asset Management firm, Pat entered commercial real estate. In his time with CBRE and Grubb & Ellis he was instrumental in a combined \$800 million in transactions across all product types. Prior to joining Gallelli Real Estate, Pat, along with a partner, focused on identifying, underwriting, planning and oversight of the acquisition and rehabilitation of distressed multi-family assets in the greater Sacramento region. Pat's varied background in all aspects of commercial real estate, along with his experience in construction and project management, make him a valued resource to his clients.



AMAN BAINS

Associate

Patrick Ronan earned a Bachelor of Science degree in Business (Finance) from California State University, Sacramento in 1996. After 5 years with a Global Asset Management firm, Pat entered commercial real estate. In his time with CBRE and Grubb & Ellis he was instrumental in a combined \$800 million in transactions across all product types. Prior to joining Gallelli Real Estate, Pat, along with a partner, focused on identifying, underwriting, planning and oversight of the acquisition and rehabilitation of distressed multi-family assets in the greater Sacramento region. Pat's varied background in all aspects of commercial real estate, along with his experience in construction and project management, make him a valued resource to his clients.



ADAM RAINEY

Associate

Adam joined Gallelli Real Estate as an Associate on the Investment Sales team in early 2020. For the past decade, he has been in the construction industry and has worked mainly in the heating and air trade. For the last 7 years, Adam has been in project consultation and project management where he met with thousands of clients to design and sell equipment as well as manage the installations and focus on client relationships. Adam's key interest in commercial real estate is due to the careers held by his friends and family. He has always been surrounded by people who share the same passion for real estate in a variety of ways. He feels his experience in construction, sales and client relations has helped him prepare for the opportunity he's been given to join Gallelli Real Estate.



KRISTOPHER KRISE

Capital Markets Advisor

Kristopher Krise joined Gallelli Real Estate in 2018 as Capital Markets Advisor. Prior to Gallelli, Kris spent over 5 years with Marcus & Millichap Capital out of Los Angeles. Kristopher is responsible for securing commercial debt and equity financing for an array of property types including multifamily, office, industrial, retail, seniors housing and hospitality. He is well connected with national, regional and local funding sources including, but not limited to, agency lenders (e.g. Fannie Mae, Freddie Mac), commercial banks, CMBS lenders, life insurance companies, private and public funds and bridge lenders.



LAUREN GODBEE

Senior Investment Analyst

Lauren is a licensed real estate broker who has worked with Gary Gallelli since 1996 and has been instrumental in providing support to the Gallelli Investment Team in sales transactions since that time. Lauren is involved with the underwriting, property analysis, due diligence and escrow process of each transaction. Lauren has assisted with over \$2 billion worth of real estate sales. Prior to working with the Gallelli Investment Team, Lauren worked as a commercial real estate appraiser and he worked as part of the underwriting staff of a pension fund adviser who bought institutional grade properties on a national basis.



LAUREN BORG

Marketing Specialist

Lauren joined Gallelli Real Estate in 2018 as a Marketing Specialist. Graduating from Sonoma State University in 2011, she received her Bachelors of Science in Biology. Lauren began her marketing career in 2012, managing the sales and marketing for a local insurance company. In 2017 she made the jump to the commercial real estate industry. Since joining Gallelli, Lauren is responsible for assisting with all marketing strategies such as creating property packages, company branding, email campaigns, website design and social media initiatives.



About Us

Our investment sales specialists have a unique understanding of commercial real estate that goes beyond the brick and mortar. Gary Gallelli and his dedicated team of investment experts have overseen various commercial properties throughout the development, lease-up and sale stages. They have assisted institutional and private investors throughout the west coast with over \$2 billion in retail, office, industrial, multifamily and land properties. With an owner's perspective, complex analysis, and innovative marketing strategies, we are able to identify and evaluate assets, property performance requirements, income goals, and ultimately enhance existing portfolios.

Our team prides itself on the personal relationships they have with their clients and partners. With over 80 years of combined experience, their extensive knowledge spans across markets to ensure a deep commitment and dedication towards your success.

CLIENTS (PARTIAL LIST)

Barings Asset Management	Hill Companies	K. Hovanian Homes
LNR	CPG West	CIII
ACF Properties	JCM	US Bank
Panattoni Development	Bank of America	RPM Company
Jeter Construction & Development	Wells Fargo	Pacific Capital Investments

TRANSACTION SAMPLES (BOTH LOCALLY AND ALONG THE WEST COAST)

Industrial	260 & 208 North Pioneer	Woodland, CA	520,000 SF
Two 100% leased modern Class A distribution high-cube warehouse buildings.			
Retail	Raley's Center of Elk Grove	Elk Grove, CA	103,853 SF
Anchored by Raley's Supermarket.			
Office	800 S Hope Street	Los Angeles, CA	234,000 SF
Eight-story building in Downtown Los Angeles.			
Land	Residential Tentative Map	Ione, CA	85 AC
Approved 279 lots. Raw land that Gallelli Real Estate entitled with a 279 lot residential tentative map.			
Apartment	Tri Cities Apartment Portfolio	Washington State	428 Units
Two garden style apartment complexes totaling 428 units located in the Tri-Cities area of southeastern Washington.			



Connections and Affiliations



Since 1979, Chainlinks Retail Advisors has served America's premier retailers, landlords, and investors as the top network of retail-only real estate services and industry-leading commercial property brokerage organization. Their elite collection of privately owned, entrepreneurial companies provides a network that services their clients through more than 750 brokers in the top 50 North American markets.

www.chainlinks.com

The International Council of Shopping Centers (ICSC) is the global trade association of the shopping center industry. Founded in 1957, it features more than 70,000 members in over 100 countries, including shopping center owners, developers, managers, marketing specialists, investors, retailers and brokers, as well as academics and public officials. As the global industry trade association, ICSC links with more than 25 national and regional shopping center councils throughout the world.

www.icsc.org



The Association of Commercial Real Estate, ACRE, is a non-profit, professional association formed to promote working relationships and professionalism within the Sacramento commercial real estate community. ACRE brings together commercial brokers, owners, developers and affiliated professionals for business networking events, educational presentations and discussion of industry developments.

www.acre.org

The North State BIA (BIA) is the leading advocate for the homebuilding industry in the greater Sacramento region. Representing over 500 members, including 50,000 industry jobs, the BIA is committed to preserving and furthering the economic interests of its members, while also working to enhance the industry's standing as a significant contributor to the regional economy. Additionally, the BIA also serves as the umbrella organization for HomeAid Sacramento and the North State Building Industry Foundation.

www.northstatebia.org



As a team, it is our goal to concentrate on the values of partnership, company culture, and relationships.



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