



GARY GALLELLI, JR

President, Partner



www.GallelliRE.com

Connections

ICSC

International Council of Shopping Centers

ACRE

Association of Commercial Real Estate

ChainLinks

Industry-Leading Retail Advisors



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Career Summary

Gary is a second generation real estate professional with over 31 years of commercial real estate experience. He began his brokerage career with Grubb & Ellis in 1992 and within his second year, was named 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 has consistently been among the highest producing agent in Sacramento. In 2005, Gary was the Overall Top Producing agent for Colliers International nationally.

During the start of his career, Gary focused on assisting 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.

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 8 times from the Sacramento Region Association of Commercial Real Estate (ACRE) and has sold over \$2.5 billion dollars of commercial real estate over the course of his career.

Career Achievements

ACRE Investment Broker of the Year	2005, 2011, 2012, 2013, 2015, 2019, 2020
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

Partial Client Lists

ACF Properties

AEW

Alleghany Properties

Avalon Bay

Bank of America

Barings Asset Management

Buzz Oates Development Company

Costco Wholesale

CPG West

Epic Real Estate Partners

Fulcrum Capital

Gerrity Group

Greystone

Hill Companies

Jeter Construction & Development

Jones Lang LaSalle

Kimco Realty

Lincoln National Life

Lurie Company

Merlone Geier

Panattoni Development Company

PECO

Sequoia Equities

Sprouts Farmers Market

TA Associates

Tourmaline Capital

US Bank

USA Properties

USAA Properties

VEREIT

Wells Fargo

Westcore



Education

California State University, Sacramento
Business Finance
Bachelor of Science



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