



Commercial Real Estate

INVESTMENT SALES TEAM

Gallelli Real Estate has 110 years combined experience in all aspects of development, leasing, management, acquisition and sales of commercial real estate.

Gallelli Real Estate is redefining commercial real estate with a unique blend of tradition, style and kinship. Designed with a modern approach far from the typical corporate policy and the profit fundamentals of international firms, Gallelli Real Estate's mission is simple - focus on our culture, grow our knowledge, produce results and cultivate the relationships we have with our team and our clients.

We believe that as a boutique firm whose understanding of the business runs as deep as our core values, our advantage is large. We take pride in our unique approach to offer more individual solutions that address the ever changing needs of our clients and the industry. After all, our success is measured by the success of our clients and the strength and longevity of our relationships.



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)

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

TRANSACTION SAMPLES

(BOTH LOCALLY AND ALONG THE WEST COAST)

Industrial (±520,000 SF)

260 & 208 North Pioneer, Woodland, CA

Two 100% leased modern Class A distribution high-cube warehouse buildings.

Retail (±103,853 SF)

Raley's Center of Elk Grove, Elk Grove, CA

Anchored by Raley's Supermarket.

Office (±234,000 SF)

800 S Hope Street, Los Angeles, CA

Eight-story building in Downtown Los Angeles.



Retail Listing



Land Listing



Multi-Family Listing

Land (85 Acres)

Residential Tentative Map, Lone, CA

Approved 279 lots. Raw land that Gallelli Real Estate entitled with 279 lot residential tentative map.

Apartment (428 Units)

Tri Cities Apartment Portfolio

Two garden style apartment complexes totaling 428 units located in the Tri-Cities area of southeastern Washington.

Client Testimonials

"Gallelli Real Estate is an invaluable asset to Panattoni Development Company and we lean on them for advice covering all asset classes. Specifically, their intimate knowledge of the retail industry is unparalleled in our region. I would highly recommend Gallelli Real Estate for their thoughtful and transparent approach to transactions."

Tim Schaedler
Panattoni Development Company, Inc.

"Gary Gallelli and his Investment Team have helped me with investment and sales of numerous properties over the last 20+ years. They're smart, trustworthy, detail oriented, hard working and always put their clients first. I have the utmost respect for Gary and his team."

Jim Hill
Principal, Hill Companies, LLC.

"I've worked with the Gallelli team for almost 30 years on easy deals and not so easy deals. We have bought, fixed up, developed, or held properties for long term. Not every deal was a homerun, but the batting averages are at an "allstar level"."

Russ Jeter
Contractor, Developer, Investor

CONNECTIONS & AFFILIATIONS

CHAINLINKS RETAIL ADVISORS

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



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

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|--------------------------------|----------------------------------|------------------------|
| ACF Properties | Gerrity Group | Sequoia Equities |
| AEW | Greystone | Sprouts Farmers Market |
| Alleghany Properties | Hill Companies | TA Associates |
| Avalon Bay | Jeter Construction & Development | Tourmaline Capital |
| Bank of America | Jones Lang LaSalle | US Bank |
| Barings Asset Management | Kimco Realty | USA Properties |
| Buzz Oates Development Company | Lincoln National Life | USAA Properties |
| Costco Wholesale | Lurie Company | VEREIT |
| CPG West | Merlone Geier | Wells Fargo |
| Epic Real Estate Partners | Panattoni Development Company | Westcore |
| Fulcrum Capital | PECO | |



Education

California State University, Sacramento
Business Finance
Bachelor of Science



**PAT RONAN**

Vice President
pat@gallellire.com

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 Vice President
abains@gallellire.com

Aman joined Gallelli Real Estate after spending close to 15 years in community banking in the greater Sacramento market focusing on commercial real estate and agribusiness. His primary drivers throughout his career have been to build lifelong relationships by delivering excellent customer service and being a trusted subject matter expert in his field. Over Aman's professional career, he has developed an analytical approach that is balanced with creativity to maximize returns for his clients. By utilizing his experience with complex real estate transactions from start to finish, Aman will be focusing on delivering his clients with first class service for real estate purchases and dispositions and retail tenant representation. Aman's intrinsic understanding of commercial real estate finance and sales combined with extensive relationships with industry professionals provides him an elevated platform to deliver extraordinary brokerage services to his clientele.

**ADAM RAINEY**

Associate Vice President
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Prior to joining Gallelli Real Estate, Adam spent over a decade in the construction industry, learning several valuable trades. For the last 7 years of his construction career, Adam was in project consultation and project management where he met with thousands of clients to design and sell equipment as well as manage 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 have helped him prepare for a thriving career with Gallelli Real Estate.

**KRISTOPHER KRISE**

Capital Markets Advisor
kris@gallellire.com

Kristopher Krise joined Gallelli Real Estate in 2018 as a 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 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, credit unions, hard money and bridge lenders.



LAUREN GODBEE

Senior Investment Analyst
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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

Senior Marketing Specialist
lborg@gallire.com

Lauren is a highly creative graphic designer and marketing specialist with over eight years of experience in the real estate industry. She is responsible for the creative direction and designing of custom artwork for print and digital marketing materials. A dedicated and detail oriented team player, Lauren has experience supporting multiple sales associates, providing office management and managing vendor relationships. She has effectively implemented innovative marketing strategies across all teams, managed website design, budgeting, social media, public relations and business development initiatives.

**CULTURE.
KNOWLEDGE.
RELATIONSHIPS.
RESULTS.**



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