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GALLELLI REAL ESTATE

Retail Team





Culture. Tradition. Relationships.

GALLELLI
REAL ESTATE



Retail Team Profiles



GARY GALLELLI
CEO

Gary is a second generation real estate professional with over 34 years of commercial real estate experience. He began his brokerage career with Grubb & Ellis in 1993 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 either highest producing or 2nd highest producing agent in Sacramento. In 2005, Gary was the Overall Top Producing agent for Colliers International nationally.

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 Investment Broker of the Year 6 times and the Apartment Broker of the Year 1 time from the Sacramento Region Association of Commercial Real Estate (ACRE). **Gary and his team have sold over 4.5 million square feet of retail property. Their total transaction volume is in excess of \$5 billion dollars.**



BOB BERNDT
Executive Vice President

Bob Berndt joined Gallelli Real Estate in 2016 as a partner and Executive Vice President for the Bay Area. Bob's move to Gallelli Real Estate followed a long and productive association with the SRS Retail Partners which began as The Staubach Company. Bob began his career at The Staubach Company's Newport Beach office in 1989 where he handled multi-store roll-outs for such tenants as Tuesday Morning in Arizona and Southern California. After successfully managing and expanding a robust retail portfolio, Bob was asked to open a new Staubach office in the Bay Area. In this new role, Bob successfully led AutoNation's entry into the Bay Area and was lead on the high profile Barnes and Noble and Disney accounts. Bob was instrumental in the growth of Staubach's Bay Area presence. He received several promotions and Top Producer Awards along the way. Bob continued to expand The Staubach Company's sphere of influence by opening and managing the Walnut Creek office from 2007 until his move to Gallelli Real Estate in 2016. He was named one of the Top Three Producers of the company for 2017 and 2018.



KEVIN SOARES
Executive Vice President

With 20 years of experience in commercial real estate, Kevin has excelled in several aspects of the industry. His career experience includes national tenant representation, landlord representation for multiple real estate investment trusts and several ground-up development projects. Most recently, Kevin made partner with Gallelli Real Estate and as a shareholder, was named the 2016, 2017, 2018, 2019, 2020 and 2021 Top Producing Broker for the company. Additionally, Kevin was a nominee for ACRE's Retail Broker of the Year in Sacramento for 2010, 2011, 2013, 2017, 2018, 2019, 2020 and 2021. Prior to joining Gallelli Real Estate, he worked with the Gallelli Team Retail Specialists for nearly five years at Voit Real Estate Services, six years at Colliers International and GT Retail Services for two years prior to that period. Before entering into the retail arena, Kevin was part of Keegan & Coppin ONCOR International's top office leasing team where he successfully participated in over \$30 million in total transactions. He currently performs tenant representation, which includes handling the development plans, site selection and lease negotiations for clients. Kevin also represents many prominent developers and shopping center owners in their market analysis and deployment of marketing and leasing plans.



PHILLIP KYLE

Senior Vice President

Phillip Kyle comes to Gallelli Real Estate with over 30 years in commercial real estate experience in sales, leasing, dispositions & acquisitions enhanced by his international perspective as a Sydney, Australia native. His specialty is retail representation (both tenant and landlord) along with site acquisition & disposition within the Tri County Area (Southern California).

Phillip currently represents over 2.3 million square feet of retail property in the Tri County Area (not including four proposed retail developments in excess of 850k square feet). Landlord/developer clients include Donahue Schriber, Schottenstein, Kimco, Regency, Towbes Group, Westar Associates and CNA. Retail clients represented by Mr. Kyle include Rite Aid, Chase, Party City, Starbucks Coffee, Michaels and Panda Express. In addition to tenant and landlord representation, Phillip has been credited with the largest sales in the market multiple times and most recently had the largest retail transactions in Ventura and San Luis Obispo counties.



JEFF HAGAN

Senior Vice President

Jeff is a licensed real estate professional who joined the Gallelli Retail Team just after graduating from the University of Redlands, California in 2004. He is instrumental in all aspects of retail transactions and works closely with Jason Gallelli, handling a number of listings and overseeing several tenant representation accounts. He successfully handles all leasing aspects of more than 30 properties in the Sacramento and surrounding areas and works closely with local, regional and national tenants. Jeff has been responsible for the strategic roll-out and site selection for several national retailers and has vast knowledge of multiple trade areas throughout Northern and Central California. He currently performs national tenant representation which includes handling the development plans, site negotiations and lease negotiations. Jeff represents several prominent developers in retail leasing and has successfully negotiated the completion of multiple transactions.



MATT GOLDSTEIN

Vice President

Matt is a second generation real estate professional with over eight years of experience, focusing on retail leasing and sale transactions. His specialization in retail services started with Cornish & Carey Commercial Newmark Knight Frank. Prior to graduation, he spent multiple summers interning for the firm. Matt joined the Gallelli Team Retail Specialists in 2012 with plans to help an already established team reach new heights and expand their capabilities as a whole. Since joining the Gallelli Team, Matt has successfully executed development plans for a variety of retailers and restaurant operators as well as played an integral role in the repositioning and re-purposing of major retail projects. Matt has received multiple recognitions for the Company's Top Producers list.

Retail Team Profiles



KURT CONLEY

Senior Associate / Construction Manager

Kurt is a licensed real estate salesperson who transitioned from a career as a licensed stock broker and principle to commercial real estate broker. He joined Jason Gallelli's team at Colliers International in 2006 and has since been a part of the team, while at Voit Real Estate Services and now Gallelli Real Estate. Kurt has become an accomplished Retail Leasing Specialist and has gained extensive knowledge of the Northern California retail trade area. He contributes to Gallelli Real Estate's representation of multiple national tenant clients including TJX Companies, Panera Bread and Bloomin' Brands. He is also heavily involved with landlord representation for real estate investment trusts such as Donahue Schriber and several ground-up development projects. Most recently, Kurt has expanded his role as Construction Manager. He oversees, coordinates and directs multiple multifamily and retail construction projects from conception to completion. His responsibilities include the implementation and execution of budgets and proformas, utilization of the construction industry's best practices, and completion of projects within acceptable timelines.



AMAN BAINS

Associate

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.

Marketing Profiles



TARA DAVIS

Executive Marketing Specialist

Tara is an invaluable component of the Retail Marketing Team and is one of Gallelli Real Estate's longest standing team members. In addition to overseeing the production and compilation of all marketing and touring packages for the team's entire business portfolio, she also provides technical and data support and handles daily operations. Tara excels in all aspects and details of the marketing and administrative process involved in landlord and tenant representation, land development and investment sales. Tara's high level of organization and dedication to producing the best and highest quality media available has made publication materials produced by the Retail Team that have become the standard in the industry. In addition, Tara assists in the accounting department processing accounts payable, accounts receivable and issuing vendor payments.



BRENDA PIERCE-KNUTSON

Marketing Specialist

Brenda joined the Gallelli Retail Team in 2011. Prior to entering the commercial real estate industry, she was Administrative Assistant to the management team for Metropolitan P&L, a large insurance company. In addition, she was the Office Manager to West Pacific for 15 years, where she specialized in marketing, accounting and office administration. Brenda is a valuable asset to the Gallelli Team and contributes in the production of marketing materials, electronic marketing and distribution, invoice processing, lease preparation, research and many other general marketing and administrative related responsibilities to support the retail specialists team.



LAUREN BORG

Senior 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.



KARSEN KEHLET

Marketing Specialist

Karsen joined the Gallelli Real Estate team in 2022. She received her Bachelors of Science in Emerging Media and Digital Arts from Southern Oregon University in the winter of 2019. From there she has worked as a designer in the marketing department in the corporate housing industry before her transition to commercial real estate. Karsen assists with the production of marketing materials from property packages to email campaigns.

Landlord Representation



Our success is not measured by the quantity of transactions, but by the strength and longevity of our relationships.

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

Tenant Representation





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