



RICK PHILLIPS

Managing Director




GALLELLI
REAL ESTATE

www.GallelliRE.com

Connections

ACRE
Association of Commercial Real Estate

-  **Address** 3005 Douglas Blvd #200
Roseville, CA 95661
-  **Phone** 916 784 2700
-  **Fax** 916 784 2098
-  **License** CA DRE #01061757
-  **Email** rphillips@GallelliRE.com

Career Summary

Rick specializes in the industrial sector of commercial real estate, with expertise in Industrial Land, Leasing, Owner-User Sales, and Investment Sales. After earning his Bachelor of Science in Business Administration at CSU, Sacramento in 1989, he began his career in Commercial Real Estate and Development. In 1991 he joined TRI Commercial, where he spent 34 years establishing himself as a key player in negotiating multi-million-dollar sales and leases of industrial and flex space across the region. His deep knowledge of the Greater Sacramento and Placer industrial markets has enabled him to successfully negotiate thousands of transactions, representing some of the region's most well-known companies.

Recognized as one of the top-performing agents in the area, Rick has built a reputation for strategic deal-making and market expertise. He holds the prestigious Certified Commercial Investment Member (CCIM) designation—the highest commercial real estate accreditation awarded by the National Association of Realtors. He's been named "Top Five" Producer of the Year by TRI Commercial twenty-three times since 1999. He's a three-time ACRE Sacramento Industrial Broker of the Year Nominee, and he has sat on numerous boards and committees over his tenure in the industry.

In 2025, Rick joined Gallelli Real Estate as Managing Director to lead and expand the company's industrial sector while continuing to serve clients throughout the local region. With over three decades of experience, he brings unmatched market insight, a strategic approach to transactions, and a commitment to fostering growth within the team.

Career Achievements

The Banchemo Company	1989 - 1991
TRI Commercial	1991 - 2025
TRI Commercial - Top 5 Producer	Over 20 Years
CCIM Institute	Since 1998
Gallelli Real Estate	2025



Education

Sacramento State University
Business Administration
Bachelor of Science

