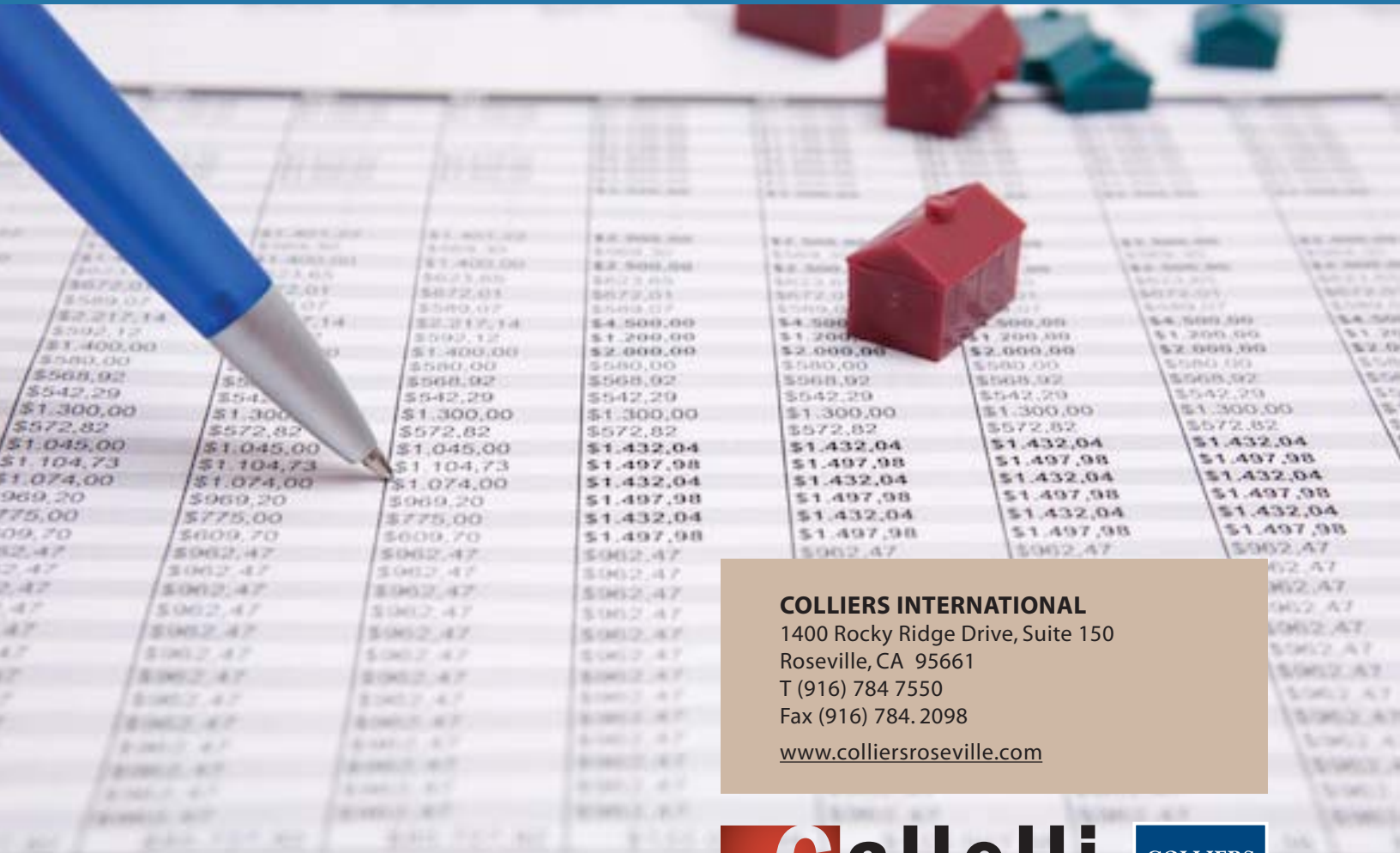


# INVESTMENT

## *Opportunity*

The Gallelli Investment Team is one of the top commercial real estate investment sales teams in Northern California. The team has assisted many financial institutions throughout the US with assets on the west coast and has completed transactions in California, Washington, Nevada and Arizona. GIT has completed transactions from a single tenant industrial building to a Class A quality multi-family investment to a \$50,000,000 plus regional shopping center. As team leader, Gary Gallelli has sold billions of dollars of commercial real estate over the course of his career and received numerous brokerage sales awards through Colliers and the Association of Commercial Real Estate (ACRE), including Apartment Broker of the Year and Investment Broker of the Year.



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**Gallelli**  
INVESTMENT TEAM





## GARY GALLELLI, JR.

Director Investment Sales | DRE LIC 01099383 | [gary.gallelli@colliersroseville.com](mailto:gary.gallelli@colliersroseville.com)

### COMPANY EXPERIENCE

Gary is second generation real estate professional with over 20 years of commercial real estate experience. Gary began his career with Grubb & Ellis in 1993 and was named Overall Top Producer in 1994 his second year in the business. In 1995 Gary and his family started their own brokerage firm, which was sold to Colliers International in September, 1997. Gary has consistently been one of the top two producing agents at Colliers Sacramento. In 2005 Gary was the Overall Top Producing agent for Colliers CMN on a nationwide level. Since joining Colliers, Gary has sold billions of dollars of commercial real estate over the course of his career.

During the early 1990s recession, 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 during that period. Toward the end of the 1990s and through the beginning of early 2000s Gary was instrumental in identifying and acquiring turn around properties for his clients which eventually lead to his being asked to become involved in the partnerships themselves. What Gary brought to the table that was unique, was his ability to not only identify and underwrite the assets but to set up the partnership structure and provide the presentation packaging for the equity and financing sources to fund the acquisition. In addition he oversaw implementing the turn around plan on many of the assets acquired over the past 10 years.

Gary's wealth of knowledge created over the years as an agent and his experience in identifying, acquiring and overseeing the assets to maximize their potential is a unique perspective that few other agents have.

### EDUCATION

California State University, Sacramento  
Business Administration and Finance, B.S.

### PROFESSIONAL ACCOMPLISHMENTS

*2007 Top Investment Producer*  
Colliers International, Sacramento

*2006 Top Investment &  
Second Overall Producer*  
Colliers International, Sacramento

*2005 Overall Top Producer*  
Colliers International, CMN Nationally

*2005 Investment Broker of the Year*  
Association of Commercial Real Estate  
("ACRE") Investment Broker of the Year

*2004 Top Investment &  
Second Overall Producer*  
Colliers International, Sacramento

*2003 Top Investment Producer*  
Colliers International, Sacramento

*2002 Overall Top Producer*  
Colliers International, Sacramento

*2001 Apartment Broker of the Year*  
Association of Commercial Real Estate  
("ACRE") Apartment Broker of the Year

*2001 Top Investment &  
Second Overall Producer*  
Colliers International, Sacramento

*2000 Overall Top Producer*  
Colliers International, Sacramento

*1999 Top Investment &  
Second Overall Producer*  
Colliers International, Sacramento

*1998 Top Investment Producer*  
Colliers International, Sacramento

*1997 Overall Top Producer*  
Colliers International, Sacramento

1995-1996  
Not affiliated with national company

1994 Overall Top Producer  
Grubb & Ellis, Sacramento

### PARTIAL LIST OF CLIENTS

- ACF Properties
- Randall Realty Corporation
- Panattoni Development
- Jeter Construction & Devopment
- RREEF
- Hill Companies
- Bank of America
- Wells Fargo
- Evergreen Companies
- GE Capital

### ASSOCIATIONS

Association of Commercial  
Real Estate (ACRE)

California State University  
Sacramento Alumni Association

National Association of Real Estate  
Investment Trusts (NAREIT)



## INVESTMENT TEAM

Assisting Gary are members of the Gallelli Investment Team. All have worked with Gary for several years and provide the team with individual strengths and backgrounds in all facets of real estate.



### RODNEY BALLINGER

**Senior Sales Associate** | DRE LIC 01279441 | [rodney.ballinger@colliersroseville.com](mailto:rodney.ballinger@colliersroseville.com)

Rod Ballinger has over seven years experience selling multi-family properties throughout Northern California. Rod has built an extensive network of institutional and private equity investors enabling him to identify all active participants within the marketplace. His knowledge of the real estate market and the multi-housing industry has made him an asset to his clients and his team members. Since 2001, Rod has closed transactions totaling approximately 3,220 multi-family units with an aggressive dollar value of over \$225 million. He has closed deals in the states of Washington, Nevada, and California; a majority of these disposition assignments were located in California.



### MICKEY TURPEN

**Sales Associate** | DRE LIC 01340787 | [mturpen@colliersroseville.com](mailto:mturpen@colliersroseville.com)

Mickey Turpen is a second generation real estate professional who has worked for Colliers International for a combined total of seven years. Mickey left Colliers in 2003 to work for Jackson Properties, Inc. as an asset manager. Jackson Properties is one of Sacramento's largest private developers. Mickey is responsible for all commercial properties the Gallelli Investment Team currently has listed. He is responsible for the day to day negotiations of offers and counter offers as well as regional market research. Mickey maintains follow up with all prospective buyers, landlords and financial institutions.



### LAUREN GODBEE

**Senior Investment Analyst** | DRE LIC # 01204671 | [lauren.godbee@colliersroseville.com](mailto:lauren.godbee@colliersroseville.com)

Lauren is a licensed real estate broker who has worked with Gary since 1996 and has been instrumental in providing support to Gary in all of his sales transactions since that time. Lauren is involved with the underwriting, property analysis, and due diligence process of each transaction. Lauren has assisted with over \$750,000,000 worth of real estate sales. Prior to working with Gary, Lauren worked as a commercial real estate appraiser and worked as part of the underwriting staff of a pension fund advisor buying institutional grade properties on a national basis.



### JENNA PAETZ

**Marketing Coordinator** | [jenna.paetz@colliersroseville.com](mailto:jenna.paetz@colliersroseville.com)

Jenna joined Colliers International in 2007 as Marketing Coordinator after graduating from Sacramento State University with a Bachelor of Science in Graphic Design. While in school, Jenna interned with the University's Marketing Department. She also did a summer internship with TMD Group, a local Marketing Firm. Jenna specializes in marketing commercial real estate by coordinating the preparation and distribution of all marketing materials.