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Commercial Real Estate Services

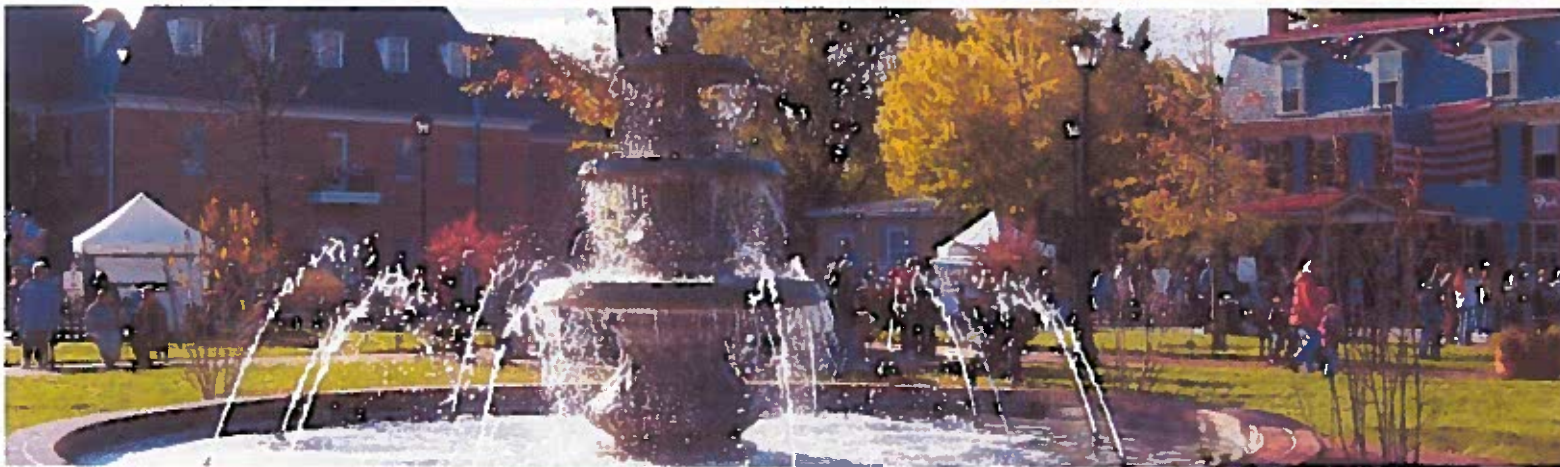


**BERKSHIRE
HATHAWAY**

HomeServices

Gallo Realty

COMMERCIAL DIVISION



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Our Mission



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Our mission is to provide the superior results you expect. Every day, we apply our insight and experience, thinking creatively and strategically to help you navigate the complicated real estate decision process.

Whether you are an owner, investor or user of commercial space, we offer . . .

- Diverse services
- Commitment to each assignment
- Knowledge of the community and real estate market
- Full range of capabilities in every major property type
- Representation of your best interests

With a comprehensive approach to transactions, we offer a suite of services, from demographic reports, site selection, sales negotiations to needs analysis, lease-up projections, pricing recommendations, tenant representation and consulting services.

Using industry connections and local market knowledge, we create solutions that support and represent your business goals and objectives.



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Service Offerings



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Our extensive range of services are customized to optimize solutions for you at every phase of a transaction, from beginning to end. We will work alongside you to understand your objectives and bring you closer to obtaining the best possible results in your real estate transaction.

Property Types

- Office
- Retail
- Industrial
- Multi-family
- Land

Research and Consulting Services

- Market Research and Analysis
- Demographic Reports

Investment Management

- Property Evaluation
- Location/Site Selection

Transaction Services

- Asset Acquisitions/ Dispositions
- Agency Leasing
- Lease Renewal Negotiations
- Tenant Lease Representation
- Transaction Management



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Our knowledge and experience will help navigate you through the complicated real estate decision-making process, assisting you in reducing occupancy costs, increasing efficiency and maximizing the value of your real estate.

Investors

Real estate investment decisions require research and diligence—especially when the results tie directly to your personal wealth. We assist you in refining strategies with market data that helps you understand market conditions. Trends are analyzed and interpreted, providing objective information on which to base your critical decisions, whether you are buying or selling.

Landlords

We effectively market commercial properties for lease. Our services include:

- Positioning of property in the marketplace
- Identifying and targeting suitable prospects
- Creating marketing strategies
- Managing the lease process and negotiations
- Post-leasing services

We develop and implement strategies to meet the landlord objectives by enhancing the value of an asset, including evaluation of occupancy and rental rates of competitive properties, tenant relocations, economic development trends and proposed developments. Our services add value to both development projects and existing buildings.

Tenant and Owner-Occupants

Business leaders want their real estate decisions to contribute to business objectives. We match your complex requirements with an optimal solution. Based on sound comparative financial analysis, solutions could include lease re-negotiation or renewal, relocation, space consolidation, sale leaseback, sub-leases and post-occupancy services.



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Marketing Strategy for Sellers/Owners



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To successfully promote your property to the market, a comprehensive plan of targeted activities is essential. Our marketing program has three aims:

1. Promote directly to prospective buyers/tenants
print advertising, the Internet, signage, brochures, virtual tours
2. Enlist the efforts of other real estate professionals
our franchise network, referral resources, multiple listing services, direct promotion to cooperating agents
3. Maintain communication with you
put systems in place to consult and review results with our clients



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About Berkshire Hathaway HomeServices Gallo Realty



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We are a team of dedicated commercial real estate professionals that leverage our world-class expertise and local market knowledge to deliver superior results for our clients.

Gallo Realty began as a two-person team in 1979, founded by current owners Sal & Bette Gallo. Since then, the firm has flourished, growing to over 100 sales associates, rental associates and support staff. Our company continually ranks as one of the top firms in Sussex County, Delaware in sales production. The company is licensed in both Delaware and Maryland.

Since 1979, the firm's mission statement has remained the same:

"At Berkshire Hathaway HomeServices Gallo Realty, our goal is to exceed the customer's expectations for reliable service and professional assistance in selling, buying or renting real estate."



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My Resumé



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As a proud Berkshire Hathaway HomeServices Gallo Realty commercial real estate professional, I continuously strive to help my clients in any way I can.

I have been working as a commercial real estate practitioner in my home state of Delaware since 1997. I was nominated for three consecutive years as REALTOR of the Year by the Sussex County Association of REALTORS, and currently own Bay Breeze Properties, LLC, which is a real estate investment company.

Before joining Berkshire Hathaway HomeServices Gallo Realty, I was with the International Commercial firm, Newmark Grubb Knight Frank.

I remain active in land issues, and am a co-founder and past president of the Positive Growth Alliance. Knowing the land use policies for the county is essential in my commercial business, as well as being acquainted with elected officials and zoning laws.

Text or email me today!