



REAL ESTATE ADVISORS, LLC

VISION | EXPERTISE | INTEGRITY



COMPANY OVERVIEW

GJD Real Estate Advisors is a boutique commercial real estate firm founded in 2010 that provides advisory, brokerage, and development services to landlords, tenants, institutions, and investors operating in the commercial real estate property and capital markets. The Company uses origins in the development of commercial real estate to view decisions through the lens of an investor. This ownership approach to providing commercial real estate services differentiates the Company from most traditional brokerage platforms that are primarily focused on transaction volume. This enables us to provide superior critical analysis and client recommendations. Operating as an independent broker, the Company is also able to leverage preferred relationships to engage in direct off-market and private placement transactions when beneficial.

PROPERTY SERVICES

ACQUISITION ■ DEBT PLACEMENT ■ DEVELOPMENT ■ DISPOSITION ■ LEASING ■ TENANT REP.

PROPERTY TYPES

OFFICE ■ MIXED-USE ■ MULTI-FAMILY ■ RETAIL ■ SELF-STORAGE

OPERATING TERRITORY

- Commercial Real Estate Services – Southeastern United States.
- Debt and Equity Placement – Continental United States, Hawaii, Puerto Rico.

COMPANY MISSION STATEMENT

To provide best in class commercial real estate advisory and brokerage services by providing unparalleled service to every client, unparalleled diligence to every transaction, and operating with the highest level of integrity.

ACQUISITION SERVICES

Real estate and property markets are driven by ever changing economic, demographic, political, and social factors.

Technology and population trends are rapidly changing where we work, live, play, and shop. Real estate decisions in this dynamic marketplace need to be critically analyzed, accurately evaluated, and properly executed.

GJD Real Estate Advisors provides Property Acquisition Services to assist property investors with developing and implementing their acquisition strategies for both single-asset, and property portfolio purchases.

- ▶ Property Sourcing
- ▶ Contract Negotiations
- ▶ Due Diligence
- ▶ Underwriting
- ▶ Debt Sourcing



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DEBT PLACEMENT

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GJD Real Estate Advisors provides debt and equity placement services as a correspondent for private equity debt funds that provide real estate capital across all property sectors in the Continental U.S., Hawaii, and Puerto Rico.

- ▶ Bridge Loans
- ▶ Mezzanine Debt
- ▶ Preferred Equity
- ▶ Equity
- ▶ Debt Sourcing



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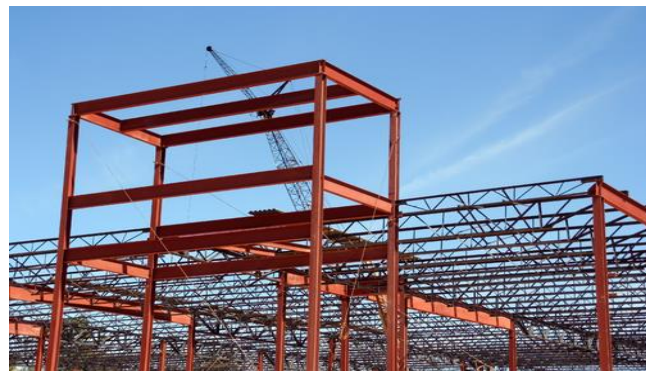
DEVELOPMENT SERVICES

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GJD Real Estate Advisors provides Property Development Services to assist real estate organizations with the conception, feasibility and execution of commercial real estate development projects.

- ▶ Site Acquisition
- ▶ Concept Planning
- ▶ Feasibility Analysis
- ▶ Zoning/Entitlements
- ▶ Investment Analysis
- ▶ Fee Development



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DISPOSITION SERVICES

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GJD Real Estate Advisors provides Property Disposition Services to assist property sellers with the disposition of their commercial real estate assets, and their property holdings.

- ▶ Land Sales
- ▶ Investment Sales
- ▶ Commercial Properties
- ▶ (NNN) – Single Tenant
- ▶ Multi-Tenant Properties



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LEASING SERVICES

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GJD Real Estate Advisors provides new project pre-leasing, and existing property project leasing services to assist developers, and landlords with new project lease-up, and the occupancy stabilization of existing property portfolios.

- ▶ Project Leasing
- ▶ New Project Pre-Leasing
- ▶ Anchor Procurement
- ▶ Rent Projections
- ▶ Redevelopment Planning



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TENANT REPRESENTATION

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GJD Real Estate Advisors provides Tenant Representation Services to assist retailers, restaurants, and businesses with their expansion, and relocation strategies to help optimize their real estate needs and objectives.

▲ LEASEHOLD SPACE:

▶ **New Locations**

- Market Analysis
- GIS Mapping
- Space, or Out Parcel Identification
- LOI Preparation and Negotiation
- Lease/Legal Review Coordination

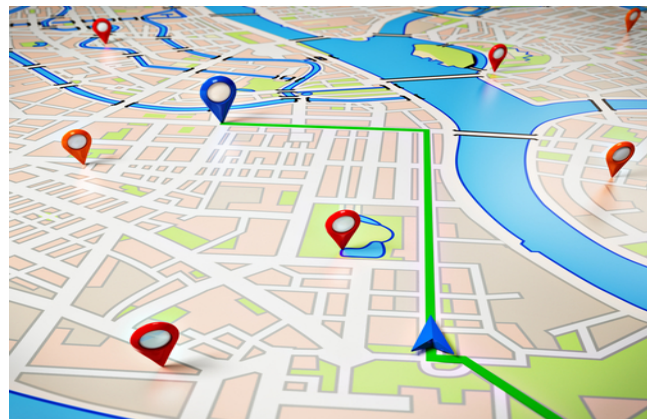
▶ **Existing Locations**

- Lease Assignment Negotiations
- Lease Renewal Negotiations
- Lease Expansion Negotiations
- Lease Restructuring Negotiations
- Document/Legal Review Coordination

▲ PROPERTY SITE SELECTION:

▶ **New Locations**

- Market Analysis
- GIS Mapping
- Property Identification
- Contract Negotiations
- Contract/Legal Review Coordination
- Property Entitlement Coordination



COMPANY LEADERSHIP



Gary DeNicola
Managing Principal

Mr. DeNicola has more than twenty-five years of experience in commercial real estate. He began his career in Leasing with Jacksonville-based Regency Centers during the time of their IPO where He was promoted to an Investment Officer with a lead role directing the Company's expansion into greater Washington D.C. Market. He subsequently held executive positions with Dewberry Capital and Coro Realty Advisors in Atlanta before working with a joint venture with AIG Global Real Estate developing large-scale retail and mixed-use properties. Mr. DeNicola later served as Vice President of Originations for Dallas-based Revere Capital; and the Director of Retail Development for Atlanta for California-based Panattoni Development Company prior to founding GJD Real Estate Advisors.

During His career, Mr. DeNicola has developed multiple large-scale retail and mixed-use projects including Costco, Kohls, and Super-Walmart Anchored Developments. He has completed in excess of 300 commercial real estate transactions and has participated in the acquisition, development, financing, and leasing of more than 200 properties across all property sectors in 25 of the top 50 MSA's in the United States.

Mr. DeNicola has served as a Board Member for the Jacksonville Easter Seals Society; the Community Service Chairperson for the Society of St. Joseph in Tampa; and is a recipient of the Circle of Compassion Award from The Humane Society of the United States. He is a member of the International Council of Shopping Centers; a licensed Real Estate Broker in Florida, Georgia, Mississippi, and Tennessee; and holds BSBA Degrees in Marketing and Real Estate; and an MBA in Real Estate and Urban Analysis from The University of Florida.



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