

GARY N SCHRAGIN

CAREER SUMMARY

I am a Texas real estate broker and I deliver dynamic results in real estate **acquisition**, real estate/asset management, **investment**, and **brokerage**, largely, due to an exceptional track record in the more technical aspects of real estate valuation/appraisal, entitlements and development.

I carry those disciplines to successfully serve clients by making profitable acquisitions and guiding my clients from potential pitfalls while adding and preserving value in entitlements.

As a **real estate manager** I bring analytic skills, a collaborative supervisory style with a cooperative approach to problem solving that fosters consensus and support towards working across functional lines to engage appropriate resources to achieve desired results I can present at senior level.

PROFESSIONAL ACHIEVEMENTS

Delivered in excess of \$372 mm in successful brokerage **transactions** (*acquisitions and disposition*).

Managed over \$83 mm in real estate **assets**. Improved production of \$30 Million portfolio to \$9 mm in annual revenue, opening management offices in three states.

Completed core courses for Appraisal Licensing as a registered **Appraisal Trainee** with Texas Appraiser Licensing & Certification Board, practiced under General Appraiser.

Obtained extraordinary and critical **entitlements** as a **municipal/government liaison** from municipalities, State and Federal agencies, including some notable and heavily contested victories, always maintaining a high level of diplomacy and with strong relationship building skills.

Zoning accomplishments include auto dealership, hotel, senior living, industrial, single-family, multi-family, commercial, office, high-rise, amusement park, sports complex, and outdoor advertising.

In **Acquisition** I leverage the culmination of several of the disciplines in my resume, converting capability to opportunity and establishing immediate and sustainable value as early as during feasibility periods.

Development Consultation (*coordination/management/municipal liaison*) in the development of industrial parks, hotel/multi-family mixed use, single family residential subdivisions (*over 1,800 Lots*), an amusement park, and two sports complexes.

SKILLS

- Commercial Brokerage
- Acquisition
- Feasibility Study
- Real Estate Entitlement
- Appraisal Experience
- Zoning Representation
- Real Estate Development
- Civil Engineering/Survey Coordination
- Municipal Liaison
- Development Management
- Property Valuation/ BPOs
- Asset Management
- Disposition
- Taxation Review
- Contract Negotiation
- MLS/Research/CAD/GIS platforms
- Adobe
- Microsoft Ofc Suite

WORK HISTORY

Landhold Advisors, Inc.

(2001 to Present)

Managing Broker/President

Commercial Real Estate Brokerage

- Transaction/Contract Review, Negotiation and Management
- General Brokerage Management
- Acquisition and Disposition
- Pre-sell proposed development to end-users prior to closing on acquisition

Director of Real Estate, Asset Management

- Secure/conservate entitlements and tax valuations/dispute resolution
- Improve performance and value
- Strategy analysis and optimization
- Managing third party service providers
- Administer property management
- Appraisal Review and Conducted Broker Price Opinions (BPOs) & Appraisals

Entitlement, Feasibility & Analysis

- Property valuation, appraisals and BPOs
- Site selection, determine Highest & Best Use and Market Research
- Municipal/Government Liaison— city, county, state, D.O.T./TCEQ, FEMA, US Corps of Eng, Util Districts/MUDs
- Procurement & abandonment of R.O.W.s, easements, and zoning

Development

- Manage development projects, project managers, contractors, material orders, presentations to principal/s
- Acquisition/Sale or Lease of completed Asset

Lha Property Management

- Screening potential tenants
- Drafting, signing, and renewing leases on behalf of property owners, reporting to senior level/principals
- Administer property rehab, maintenance, and collections
- List/market/lease negotiations, rent collection, distribution of Notices
- Work with brokerages and agents
- Setting up and adhering to budgets for property maintenance, handling taxes

Starnes Consulting, Inc. (civil engineer firm)

(1997 to 2001)

Director of Real Estate Development

- Propose and defend zoning cases
- Research and obtain/dispute R.O.W.s and Easements
- Collaborate with client and staff for surveying, design, planning and zoning and entitlement submittals
- Liaise with municipalities
- Identify client needs, execute development concept to comply with strategic marketing plan

** Attained Texas Real Estate Agent License **

Business Development/Development Support

- Coordinate and facilitate meetings between firms departments, legal consultants, and municipalities
- Assist lead engineer to Prepare and present for public meetings and plan submittals
- Assist lead engineer in site evaluation for optimal development and site inspections
- Survey field crew
- Business development and sales- procurement of projects and developer clients

EDUCATION/LICENSING/APPOINTMENTS

UT Arlington

Texas A&M Commerce

Other: Professional License Course Providers

Licensed Real Estate Broker, Texas Real Estate Commission (TREC)

Licensed Appraisal Trainee, Texas Appraiser Licensing & Certification Board (TALCB)

Served on North Texas Commercial Association of Realtors Forms Committee, NTCAR
(reviewing and making recommendations of changes to promulgated contracts used by commercial brokers)