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#### PROFESSIONAL SUMMARY

#### **Tina Marie Eloian, CCIM**

*"Your Commercial and Land Specialist"*

401 E. Palm Avenue

Tampa, FL 33602

Direct: (813) 997-4321 Office: (813) 935-9600

Fax: (813) 930-0946

Email: [Tina@FloridaCommercialGroup.com](mailto:Tina@FloridaCommercialGroup.com)

Website: [www.FloridaCommercialGroup.com](http://www.FloridaCommercialGroup.com)

An accomplished Real Estate Broker, Tina Marie Eloian has been a Licensed Realtor for over 25+ years specializing in Commercial and Land Real Estate. Tina has participated in all the stages of Commercial Real Estate, Land Development, Planning and Permitting to the final stages of construction and sales. Tina was mentored by her father while he developed residential and mobile home communities throughout the counties of Hillsborough and Pasco. Her first venture was the development and sale of Nature's Reserve Planned Development, located in Land O' Lakes, Florida. The Development Field led her into Commercial Real Estate where she has focused on General Commercial Brokerage, Investment and Property Management.

Tina has specialized in the Sale and Leasing for Investors/ Users of Office, Retail, Multi-Family, Industrial, and Land assemblages. Repeatedly, Tina has orchestrated Large Land assemblages for Investment Groups and Buyers throughout Florida. Tina has maintained herself as a consistent Top Producer. Tina is well-known in the commercial real estate community, in particular, in the Tampa Bay Area as the Queen of Ybor for her many commercial sales within the Historic District of Ybor City as well as in Channelside, Tampa and Seminole Heights. Tina travels extensively around the State of Florida and Internationally to keep well-informed on Commercial Market Changes. Her most recent commercial adventure took her over to Taipei, Taiwan to meet with CCIM's and form international relations in investing. Florida Commercial Group has relationships in Commercial Real Estate throughout the State of Florida and is a well-respected Boutique Commercial Company.

Tina earned her CCIM designation in 2010 and is a member of the State and National chapters of the CCIM Institute. Considered the PhD of Commercial Real Estate, only 6% of Commercial Realtors worldwide hold the elite title. Tina is Past President of the CCIM West Coast District, Candidate Development for the CCIM FL Chapter, VP Finance CCIM FL Chapter 2017 and most currently CCIM State of Florida President 2019. Tina is also an active member of The Florida Gulf Coast Commercial Association of Realtors, National and Florida Realtors.

Tina focuses her efforts on one of-a-kind Properties, which ignites her Critical thinking and expert negotiating skills. She has been influential in the resolution of many Transactions where environmental issues, public perception, bankruptcy or similar challenges have Required great diligence, thorough and relentless marketing and creative sale techniques.

As a Tampa Native, Tina is highly involved as a Member, Volunteer and President of McClain Incorporated; a non-profit, Charitable organization for persons with developmental disabilities. She is currently serving on the Annual Gonzmart Family Gala Committee to raise funds for the Ybor Chamber, 2018. She stays very active in her Community with chairing activities and fundraising events.

Sales | Investments | Leasing | Property Management

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### **EXPERTISE**

- Property Sales/ Marketing
- Market Research
- Prospecting
- Client Analysis
- Negotiation/ Mediation
- Customer Service
- Contracts/ Leases
- Property Management/Leasing
- Assemblage/Creativity

### ***Specializations***

- Asset/Portfolio Management
- General Brokerage: Commercial Investment
- Investment: Principal
- Buyer Representation
- Leasing (Landlord/User)

### ***Property Types***

- Retail
- Office
- Industrial
- Multi- Family
- Land
- Assemblage

### **MARKET AREAS**

- Florida: Hillsborough County
  - Florida: District of Ybor City
  - Florida: Pasco County
  - Florida: Pinellas County
  - Florida: Hernando County
  - Florida: Manatee County
  - Florida: Taylor County
- \*\*Refer to CCIM's in other Counties\*\***

### **CREDENTIALS**

#### **Professional Licenses:**

- Real Estate Broker in the State of Florida- Florida Real Estate License: BK653748
- Principal Broker, Florida Commercial Group
- Principal Broker, Sperry CGA-FCG Consultants

#### ***Designations & Affiliations***

- Certified Commercial Investment Member (CCIM)
- Member, National Association of Realtors (NAR)
- Member, Florida Association of Realtors (FAR)
- Member, Florida Gulfcoast Commercial Association of Realtors (FGCAR)
- Member of Ybor City Chamber of Commerce
- Member of Italian Club of Tampa
- Member of Women's Council of Realtors

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### **CAREER ACCOMPLISHMENTS**

- President, CCIM State of Florida Chapter, 2019
- President-Elect, CCIM State of Florida Chapter, 2018
- Vice President of Finance, CCIM State of Florida Chapter, 2017
- #1 Chapter– Globally, CCIM State of Florida, 2017
- President's Appreciation Award, CCIM State of Florida Chapter, 2016
- Vice President of Administration, CCIM State of Florida Chapter, 2016
- Mentor of the Year, (GTAR) Greater Tampa Association of Realtors, 2015
- Candidate Development Chairwoman, CCIM State of Florida Chapter, 2015
- Candidate Development, CCIM State of Florida- West Coast Chapter, 2014- 2017
- President, CCIM State of Florida- West Coast Chapter, 2014
- President-Elect, CCIM State of Florida- West Coast Chapter, 2013
- RCA (Real Capital Analytics) Panel of Experts: *"Discover What's New in Commercial Real Estate"*; January, 2013
- FGCAR (Florida Gulfcoast Commercial Association of Realtors) Panel of Experts: *"What's Working Now; PR/ Marketing Strategies in a Tough Market"*; April, 2011
- ✓ \$20MM Sales Master Club, 2014-2016
- ✓ \$7MM Sales Master Club, 2012
- ✓ \$7MM Sales Master Club, 2011
- ✓ \$5MM Sales Master Club, 2010
- ✓ \$5MM Sales Master Club, 2009
- ✓ \$10MM Sales Master Club, 2008
- ✓ \$10MM Sales Master Club, 2007
- ✓ \$28MM Sales Master Club, 2006
- ✓ Largest Land Sale Deal of the Year, 2005 \$12MM++
- ✓ \$9MM Sales of the Year, 2005
- ✓ \$7MM Sales Leader Club, 2004
- ✓ The 5's Club Award, 2003
- ✓ The 5's Club Award, 2002
- ✓ Commercial Agent of the Year, 2001
- ✓ Custom built and Sold 20+ Luxury Residences in Pasco and Hillsborough County, 1996- 2001
- ✓ Developed Nature's Reserve, 1996

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### **PROFESSIONAL EDUCATION**

- Code of Ethics Course (every 2 years with Realtor Broker License)
- 14-Hour Continuing Education Course, Bert Rodgers School of Real Estate (every 2 years with Realtor Broker License)
- CCIM, 103 Market Analysis for Commercial Investment Real Estate, 2009
- CCIM, 104 Market Analysis for Commercial Investment Real Estate, 2009
- CCIM, 102 Market Analysis for Commercial Investment Real Estate, 2009
- CCIM, 101 Financial Analysis for Commercial Investment Real Estate, 2008
- Mega Agent Camp, Keller Williams 2006
- CCIM, Introduction to Commercial Investment Real Estate Analysis, 2004
- Realtors Land Institution, Site Selection, *"Analyzing Market Opportunities for Development Land"*, 2004
- Excellence in Communications (Woman's Council Realtor Class), 1999
- Leadership through High Performances (Woman's Council Realtor Class), 1999

### **EDUCATION**

- ♦ Bachelor, Sociology/ Business  
University of Central Florida, 1994

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