

Patrik Franceschi

Daytona Beach, FL

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Professional Summary

Commercial real estate professional specializing in light industrial and flex warehouse properties. Active as owner, principal, development manager, and licensed commercial sales associate with hands-on experience in leasing, acquisitions, dispositions, 1031 exchanges, and ground-up development. Over \$15.6 million in commercial real estate transaction volume has been completed in the Daytona Beach and Volusia County markets over the past five years.

Current & Recent Roles (2020–Present)

Vice President / Treasurer – Monticelli Investment Inc. (2017–Present)

- Managing co-owner of a light industrial and retail portfolio in Daytona Beach and Holly Hill, FL
- Oversight of leasing, asset management, financial controls, and capital planning
- Led disposition of a 7-building warehouse portfolio (72,000 SF) and execution of a 1031 Exchange
- Managed ground-up development of two new 14,000 SF warehouse buildings completed in 2025

Real Estate Sales Associate (Commercial) – Realty Pro Commercial (Dec 2024–Present)

- Represent landlord and owner interests in leasing of light industrial and retail properties
- Completed multiple new warehouse and retail leases ranging from 900 to 4,000 SF

Real Estate Sales Associate (Commercial) – Oceans Luxury Commercial Realty (Jul 2024–Dec 2024)

- Closed three industrial leases for owner-managed properties

Real Estate Sales Associate (Commercial) – Hart Pro Realty (Jan 2022–Jul 2024)

- Represented seller and buyer in industrial portfolio sale and multiple 1031 exchange acquisitions

Selected Commercial Transactions (2021–2025)

- Riviera Industrial Plaza – Daytona Beach, FL | Sale & 1031 Exchange | 72,000 SF | Seller's Associate Agent | \$6,500,000 | Closed Dec 2023
- 700 N Ridgewood Ave – Daytona Beach, FL | Acquisition & 1031 Exchange | Retail + Warehouse | 20,000 SF | Owner / Principal | \$3,500,000 | Closed Apr 2024

- 831 N Ridgewood Ave – Daytona Beach, FL | Acquisition | Light Industrial | 10,713 SF | Buyer's Associate Agent | \$1,250,000 | Closed Apr 2024
- 1600–1610 State Ave – Daytona Beach, FL | Ground-Up Development | 2 Warehouses | 28,000 SF | Development Manager | \$2,140,000 | Completed May 2025
- Multiple Industrial & Retail Leases (2024–2025) | 9+ leases | Units 900–4,000 SF | Total Lease Value \$660,000+

Career Background (Pre-2020)

- Involved in commercial real estate ownership and asset oversight through Monticelli Investment Inc., a Florida-authorized investment company founded in 1982
- Responsibilities included rent roll oversight, expense control, capital improvements, and financial planning from 1992 through 2009
- Served as President from 2009–2011, leading land acquisition (3.75 acres) and development of a 14,000 SF warehouse
- From 2012 - Present have served as Vice President and or Treasurer with continued responsibilities including rent roll oversight, expense control, capital improvements, and financial planning.
- Professional background in finance and fiscal planning, providing the foundation for later investment and brokerage activity

Education, CCIM & Licenses

CCIM Coursework Completed: CI 101, CI 102, CI 103, CI 104; Commercial Real Estate Negotiations

Additional coursework in financial and market analysis

Foundations for Success in Commercial Real Estate

Feasibility Analysis for Commercial Real Estate

Real Estate Financial Analysis Using Excel

Advanced Market Analysis for Commercial Real Estate

Lease Modification Strategies and Solutions | Online

Florida Real Estate Sales Associate – Licensed since December 2021