

## LINDA CINELLI, CCIM, CRS, GRI

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Linda Cinelli has 21 years of experience in Commercial Real Estate and Land Sales. Over the past 15+ years she has specialized in Investment Properties and Self Storage Facilities. Her areas of expertise include Real Estate Acquisition and Development and Institutional Representation. She is a CCIM whose other professional affiliations include CIREI, CBANJ, CEA, and IREOBA. Linda was the founder and President of the Northern New Jersey CCIM District, served on the Board of Directors of the newly merged New York/Northern New Jersey CCIM and presently on the board for CCIM NY Metro. She is also a member of the New Jersey, New York and the National Self Storage Associations. Her client list is comprised of many local and nationally recognized names, both private and public.

### **SUMMARY OF QUALIFICATIONS:**

Real Estate Marketing, Management, and Consulting Professional with more than twenty three years of progressive experience in the organization, initiation, and administration of efforts supporting business and individual activities in the marketing, acquisition, land, and development of commercial, industrial, and Self Storage. Career in real estate supplemented and reinforced by successful entrepreneurial/managerial efforts in food/ice cream distribution and retail business development. She holds Broker's Licenses in New Jersey, New York & Florida and Professional Designations such as Certified Commercial Investment Member (CCIM), Certified Exchange Advisor (CEA) Certified Residential Specialist (CRS), and Graduate Realtor Institute (GRI). An effective advisor, communicator, and negotiator with a blend of analytical, interpersonal, and managerial skills, supplemented by the unique ability to coordinate complex business details and gain cooperation of multiple decision-makers in consummating business transactions.

### **Professional Capabilities:**

Career highlighted by experience and achievement in the following areas:

#### *Real Estate Acquisition & Development*

Considerable experience in providing consulting and advisory services to franchises, businesses, and individuals relative to the acquisition and development of self storage and commercial real estate.

- Research sites for acquisition and/or development and conduct analyses to determine feasibility of proposed transactions, investigating properties in question to determine suitability, valuation, and potential legal/regulatory impediments...
- Assist clients in securing sites for development through purchase or leasing transactions with individuals, business entities, and municipalities...
- Communicate and coordinate with municipal, county, and state agencies in researching, identifying, and/or assisting in the resolution of a broad array of issues relating to zoning, occupancy, site planning, sub-division, ECRA, wetlands, sewers/septic systems, stream encroachment, and traffic, including assisting/assemblages of owners in conversion of property to office, medical or retail use, self storage and builder/developers in various issues pertaining to sites for commercial development ...

### *Investment Analysis*

Diversified experience in analyzing market conditions and specifics of proposed real estate transactions to determine profit potential.

- Collect, catalogue, and update market study, demographic, employment, construction, development, public utility, regulatory, and environmental planning data for selected geographical areas to assist in investment planning and decision making.
- Assess and project income and expenses associated with proposed investments.
- Investigate and evaluate factors affecting valuation of properties, applying knowledge in real estate appraisal.

### *Real Estate Marketing*

Significant background in organizing and administering self storage, commercial, retail, and land sales and leasing efforts.

- Research local market conditions to establish price mix, structural design, and amenities required for profitable real estate development, serving as project coordinator for commercial and self storage sites.
- Develop, distribute, and/or place advertising and promotional materials to develop sources of qualified Investors, buyers/tenants for available properties...
- Conceptualize and establish innovative programs to assist purchasers in securing mortgage financing...
- Negotiate terms and conditions of listing, sales, and/or leasing agreements, communicating with investors, buyers/lessors, attorneys, accountants, property managers, and other professionals...

## **PROFESSIONAL AFFILIATIONS**

**Achieved Broker level and completed CCIM, CRS and GRI education, and Certified Exchange Advisor.**

- ◆ **New Jersey Self Storage Association**
- ◆ **New York Self Storage Association**
- ◆ **National Self Storage Association**
- ◆ **Northern New Jersey CCIM District-Founder and President**
- ◆ **Past Director of New York / Northern New Jersey CCIM Chapter**
- ◆ **Board of Directors for CCIM Metro NY**
- ◆ **CCIM – Certified Commercial Investment Member**
- ◆ **Tri-State Board of Realtors**
- ◆ **IOREBA – Industrial Office Real Estate Brokers Association**
- ◆ **CIREI – Commercial Investment Real Estate Institute**
- ◆ **CBANJ – Community Builders Association of New Jersey**
- ◆ **CEA – Certified Exchange Advisor**