



NORMAN W. GREGORY, CCIM
Broker/Owner
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REAL ESTATE ACQUISITION & DISPOSITION PROFESSIONALS

An action oriented professional with seventeen plus years of proven analytical, transactional, planning and organizational skills. Assets Acquisition and Disposition Skills include:

- Property identification
- Purchase and Sale negotiations
- Lease negotiations
- Analysis of financial position
- Land entitlement processes
- Consultant coordination
- Horizontal development of land for commercial and residential projects
- Product promotion and image campaigning
- Customer service both internal and external
- Vision and goal development and implementation of tactical strategies through delivery.

Major strengths include project management, new business development, and budget planning and expense control, an innovative problem solver with creative and critical thinking skills.

EXPERIENCE OVERVIEW

REAL ESTATE:

Involved in all aspects of real estate including; market analysis, product positioning, pro forma development, site acquisition, land use and entitlement coordination, zoning, master planning, site and product design, permitting and coordination through project delivery, sales implementation, leasing, business development and operations management to meet or exceed client expectations.

OUR TEAM

DEGREES, LICENSES AND CERTIFICATIONS

Norman W. Gregory, CCIM:

BS Commerce and Business Administration
CCIM Certified Commercial Institute Member
Licensed Real Estate Broker

University of Alabama
CCIM Institute
State of Florida

Ethan W. Gregory:

BS Dual Major Communications and Sociology
Licensed Real Estate Broker-Salesperson

University of Florida
State of Florida



INDUSTRY LEADERSHIP

- CCIM Florida Chapter 2008 Statewide Leadership
- Jacksonville Area Legal Aid, Board of Directors 1993 – 2007, (First Vice President, 2008, three year commitment)
- Fourth Judicial Court Mortgage Negotiator, Pro Bono
- Florida Association of Realtors – Director, 2004 – 2007,
- Northeast Florida Association of Realtors – 1991 – 2008, Board of Directors, 2005 – 2008 (fourth three year term over career in JAR, & NEFAR),
- Urban Land Institute, ULI – Member, 2006 – 2007
- Business Recruitment Committee – Jacksonville Chamber, Cornerstone 1991 – 2008
- Order of the Arrow, 1966 – present, (North Florida Council, Lodge Advisor, 1998–2003)
- Commercial Alliance of Realtors, Florida Chairman, 1997
- Church of Our Saviour Youth Mission Advisors,
- CCIM – Past District President, 2001 – 2003
- Economic Development Council – Past President, 2003, (St John’s County Chamber)
- Kiwanis Club of Jacksonville, President 1990
- Boy Scouts of America, 1990 – present

INDUSTRY AWARDS

- 2001 Humanitarian of the year, Northeast Florida Association of Realtors, Commercial Alliance of Realtors Division
- 1999 Commercial Member of the Year, Northeast Florida Association of Realtors
- 1999 Presidents Cup Award, CCIM Florida Chapter
- 1999 Commercial Member of the Year, Northeast Florida Association of Realtors
- 1995 Commercial Member of the Year, Jacksonville Association of Realtors

COMMUNITY AWARDS

- 2001 Founders Award, Boy Scouts of America, Echocotee Lodge
- 2000 Silver Beaver Award recipient, Boy Scouts of America
- 1997 Vigil Honor, Order of the Arrow, Echocotee Lodge
- 1996 Jacksonville Area Legal Aid, Community Special Recognition Award