

# JOHN W. TROST, PA, CCIM

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## PROFESSIONAL EXPERIENCE

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A recognized market leader in sales and leasing of office and retail properties and land sales, raw and entitled. For over 25 years a licensed Florida real estate broker practicing commercial real estate management and income property brokerage. During that time has developed, marketed, sold, managed and owned various real estate investment projects, including office buildings, residential subdivisions and healthcare properties throughout Florida. A hands-on professional with experience working with business professionals, developers and investors. Accomplished in structuring and negotiating with governmental regulatory agencies and local planning committees. Combines his unrelenting advocacy on behalf of his clients with strong technical real estate skills.

## PRUDENTIAL CRES COMMERCIAL REAL ESTATE, INC.

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Prudential CRES Commercial Real Estate, Inc. was franchised in 2000 and is engaged in delivering only commercial real estate brokerage services. The staff consists of a superior team of full-time trained commercial real estate professionals. The average time in the commercial real estate business for our professionals is over 15 years. On the staff are numerous sales professionals that have attained the coveted CCIM designation awarded by the National Association of Realtors which is the equivalent of a Masters Degree in Commercial Real Estate. 2006 sales for Prudential CRES Commercial Real Estate, Inc. topped \$250,000,000.

## DEVELOPMENT PROJECTS

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- Shoppes of Yorktowne, a retail center – sold land & 100% leased - 19,000 SF
- Arman Medical Center, office condos - leased and sold units. – 14,000 SF
- Bayside Business Park, flex-space condos – leased and sold units – 19,000 SF
- 1730 Dunlawton, office condos – leased and sold units – 5,500 SF
- Hidden Forest – 17+ acre multi-family site sold, now marketing as entitled project
- Port Orange Medical Center, office condos – sold building to Health Memorial - 17,000 SF
- Tuscan Village Shoppes, retail center - sold land & marketing for lease – 31,000 SF
- Water Oaks – sold 199 acres for homesites in Palm Coast
- Riverside ISB – 1.6 acre bank site on International Speedway Blvd – assemblage & sold land
- Lohman Funeral Home Port Orange – former bank building conversion

## SPECIALIZATION

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- Commercial Sales and Leasing of Office, Retail and Land

## EDUCATION

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- BA Business Administration—Finance  
University of Central Florida
- CCIM - Certified Commercial Investment Member - Commercial real estate industries highest designation

## PROFESSIONAL ORGANIZATIONS

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- Commercial Investment Division of Daytona Beach
- National, Florida and Daytona Beach Association of Realtors
- Central Florida Commercial Association of Realtors
- CCIM Partners

PERSONAL ACHIEVEMENTS

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Mentoring of colleagues. John's family includes wife, Brenda, sons Jason and Jonathan and daughter, Caitlin.

COMMUNITY ACTIVITIES

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- Pop Warner Football – Board of Directors 1996-1997
- Spruce Creek High School Quarterback Club - President 1997-1998
- Arthaus - Board of Directors 1998-2007

AWARDS AND RECOGNITION

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- President's Circle 2003, 2004, 2005
- Top Sales Professional 4<sup>th</sup> quarter of 2003
- Top Sales Professional 4<sup>th</sup> quarter of 2005
- #3 in the Southern Region 2<sup>nd</sup> quarter of 2006
- #2 in the Southern Region 4<sup>th</sup> quarter of 2006
- Top Sales Professional 4<sup>th</sup> quarter of 2006
- #1 in Office Sales and Leasing – Volusia County - Central Florida Commercial Association of Realtors 2006
- #1 in Retail Sales and Leasing – Volusia County - Central Florida Commercial Association of Realtors 2006
- Chairman's Circle – Gold 2006
- #3 in the Southern Region 1<sup>st</sup> quarter of 2007

REFERENCES

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Available upon request.