



RESUMÉ

NAI Southcoast

Commercial Real Estate Services, Worldwide.

NAI SOUTHCOAST

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BROKER QUALIFICATIONS

BOYD G. BRADFIELD, JR., CCIM, SIOR

President - Since 1982

Real Estate Salesman - State of Florida since 1981

Broker - State of Florida since 1982

Boyd Bradfield, CCIM, SIOR, President of NAI Southcoast is the most used Broker in the area by retiring Brokers and long time residents, the following are examples:

- **Lentz Family** – The Lentz family chose Boyd to assist them in selling their two groves once the City of Port St. Lucie just became too large for them. They had operated the orange groves for more than 50 years and decided it was time to move west. They owned a 100 acre and 16 acre grove both east of US 1 in Port St. Lucie. Boyd was successful in selling both. The 16 acre site is now home to Sam's Warehouse Club and the 100 acre property has become the community of East Lake Village developed by George de Guardiola of de Guardiola Properties.
- **Edenlawn Plantation:** Boyd was chosen after interviews with many Brokers to market this rare property on the Indian River just north of Jensen Beach. The property had never been on the market since as it had been used for growing pineapples for more than two generations. David and Patty Childs were able to receive \$4,700,000.00 for the property almost \$2,000,000.00 more than many thought possible.
- **Woodrow Kantner:** Originally a Fort Lauderdale Broker, Woody Kantner moved to Stuart more than 30 years ago. When Woody became ill he hired NAI Southcoast to sell an 8 acre commercial parcel at US 1 and Constitution in Hobe Sound, FL. We were successful in selling the parcel in a very short time.
- **Ransom Tilton:** Ransom was a third generation Jensen Beach native. He was one of the premier real estate brokers and land owners in the area. When Ransom was diagnosed with a terminal illness he turned over his remaining listings to NAI Southcoast at no charge and with just the promise that we would take care of his customers and partners.

- Mike Stetson: Mike is a long time Stuart Broker and investor. When his partners in land along US 1 and SR 76 in Stuart asked him to select a local commercial broker to assist in the sale of these properties, Mike selected Boyd. The properties were then successfully marketed with NAI Southcoast taking the lead in marketing. Mike has since chosen NAI Southcoast to market his last remaining commercial holdings in Stuart, FL.
- Bruner – Long time Brokers and third generation Stuart residents, Jim and Jeff Bruner needed assistance with the marketing of a jointly owned, 8 acre commercial tract in north Stuart. NAI Southcoast was successful in assisting in the sale by dividing the site into three parcels, thus maximizing the value.
- Clark Gibson – Boyd is assisting long time Broker Clark Gibson in the sale of his 15 acre commercial property on Jensen Beach Blvd.
- David Lowe – Boyd was very honored to be chosen the Broker to market David Lowe’s Marina on Rocky Pointe in Port Salerno, FL. The Marina had been operated by David for more than 40 years. The property brought the full asking price after an extensive marketing effort.
- Charles Walts – Chuck was a long time Stuart Broker. When he semi-retired, Boyd assisted with his clients in managing and selling their assets until Chuck passed away. The remaining business was passed to NAI Southcoast.
- Harbor Inn / The Deck: Long time Broker, Larry Lay referred his brother Norman Lay to Boyd when Larry decided to move out of State. NAI Southcoast was able to sell the marina for much more than the current income justified.

Realtors National Marketing Institute Course 101 - Fundamentals of Real Estate Investment and Taxation

Realtors National Marketing Institute Course 102 – Fundamentals of analyzing Real Estate opportunities

Realtors National Marketing Institute Course 103 - Advanced Real Estate taxation and marketing tools for Investment Real Estate

Realtors National Marketing Institute Course 104 - The impact of human behavior on Commercial Investment Decision Making

Realtors National Marketing Institute Course 105 - Case studies in Commercial Investment Real Estate Brokerage

CCIM designation - A CCIM is a recognized expert in commercial- investment real estate. With knowledge and education of local investment markets, tax laws and asset management, a CCIM is skilled in all phases of commercial/investment real estate. For these reasons, their expertise is sought out by such national companies as McDonalds, General Motors, Marriott Corp. and many more. The CCIM designation is awarded to practitioners who complete more than 240 hours of graduate level courses, which highlights such concepts as investment, taxation, leasing and market analysis.

Northwest Center for Professional Education - Developing Small Shopping Centers

National Mall Monitor - Leasing 86

Real Estate and Securities Institute - Direct Participation Programs Limited Representatives course

Real Estate Securities and Syndication Institute - Direct Participation Program Limited Principals course

Applied Real Estate Syndication - RESSI course 501

Course 1 Florida Realtors Institute

Course 2 Florida Realtors Institute

Course 3 Florida Realtors Institute

BROKER PROFESSIONAL MEMBERSHIPS

Greater Martin County Board of REALTORS

National Association of Realtors

Realtors National Marketing Institute

Realtor Association of Martin County Grievance Committee - three years

Board of Directors - Realtor Association of Martin County - two years

Professional Standards - Realtor Association of Martin County - five years

Stuart - Martin County Chamber of Commerce

ICSC - International Council of Shopping Centers

CCIM - Certified Commercial Investment Member

GRI - Graduate Realtors Institute

SIOR - Society of Industrial and Office Realtors®