

# JAMES GARY CASTLE

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## COMMERCIAL REAL ESTATE EXECUTIVE

*Broker of Record – Fortune 100 Development*

*Focused ▪ Decision Maker ▪ Sales Performer ▪ Contract Negotiation ▪ Leasing  
Portfolio Management ▪ Legal Management ▪ Lease/Forensics ▪ Marketing Tactics  
Property Management ▪ Mixed Use Properties ▪ Sales over \$400 Million*

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Dynamic and innovative professional with a vast experience and qualifications in commercial real estate. A proven sales leader, over \$400 Million in sales and over 500 leases, and other transactions. Implemented new operation and business strategies, leasing/standards, space planning, marketing/research and property management services for over 400 office, industrial and commercial tenancies. Specific market research introduced to include land use, zoning, competition, land planning, and elements to identify user/tenants, in and out of the existing markets. Instituted financial review and budget preparations through presentation interfacing with sales management involvement, to be cost effective and goal realistic, for short and long term projections. Inter-communication on tenant build out design, cost, construction bids, project pro forma and funding performed to improve in market, on time controls. Hands on sales, management and administration, with on-site ownership representation, access and decision capacity improved, brand recognition, image enhancement and, expedited negotiation, preparation, execution and closing. Programs were implemented to provide in-house site location services, deed restriction impact and preliminary site plans. Contract/legal management controls were structured to keep legal decisions, timing, and issues in sync with business and sales/management schedules. Extensive career reflects an impressive history of breaking sales, leasing and property management. Premier development and marketing of high profile commercial real estate with mixed land uses, explicit development guidelines and restrictive use covenants is a requirement for premier developments as the “Premier Office: Industrial, Tourist/Commercial, Retail, and Commercial Development, Orlando Central Park”, a 4,200 acre Lockheed Martin Corporation development.

### **Key Qualifications:**

- Broker of Record – 35 Year career at 4,200 acre, Fortune 100 Mixed Use Development.
- Provide transaction direction, negotiation, and hands-on services.
- Direct communication with principals, staff, advisors, and legal counsel.
- Development and construction of multi/single tenancy projects.
- Licensed Real Estate Broker in State of Florida and Tennessee.
- Member of National Association of Realtors.
- Member of Central Florida Commercial Association of Realtors.

### **CORE COMPETENCIES:**

- Maximizing/Exceeding Sales Goals
- Budget Development/Cost Containment
- Multi-Level Relationship Building
- Customer/Client Retention
- Multi-Level Communication
- Market/Industry Research
- Organization/Task Completion
- Account Development/Management
- Consultative/Solution Selling
- Self-Motivated/Directed

## PROFESSIONAL EXPERIENCE:

**Castle Commercial Realty, Inc.** • Orlando, FL • Owner - Brokerage company 2009 - Present

**Orlando Central Park, Inc.** ■ Orlando, FL

1990 – 2009

### **Commercial Real Estate Broker / Broker of Record**

Provide on-site commercial and general brokerage services for immediate customer response and on-the-spot support for planning and information gathering to facilitate communication, trust, sales development, leasing, and management to meet individual, company, and corporate real estate objectives. Budget preparation, critique, income expense input, pro-forma, and funding analysis provided. Brokerage services supplied as independently owned contract services provider to corporate client.

### **Key Achievements:**

- Sales and marketing analysis for project turnaround.
- Sales program development to complete project sell out in record schedule.
- Developed marketing plan to achieve No. 1 project recognition in market.
- Program for inducing area brokerage participation and sale production.
- Provide specific direction for staff, legal counsel, and support personnel in property management and contract services.
- Direct hands-on management with legal counsel for contract preparation, management, and principal negotiations.
- Implementation of landscape, aesthetic, and visual improvements and maintenance performance for project image enhancement.
- Conceptual Land Use Plan for re-development of corporate property for mass transit corridor and entertainment tourist development.
- Introduced “re-development plan” to exchange properties with DOT to create major retail center site.

## EDUCATION:

### **Bachelor of Arts in Political Science/Public Administration**

University of Central Florida ■ Orlando, FL

- Charter Class Graduate, Dean’s List

**Registered Real Estate Broker** – State of Florida and Tennessee

## PROFESSIONAL AFFILIATIONS:

- University of Central Florida, Alumni
- Dale Carnegie, Professional Instructor Course
- National Association of Realtors, Member “Realtor”
- National Association of Office and Industrial Parks, Past Member
- Orlando Area Chamber of Commerce - Life Member, Ambassador of the Year 1998
- Central Florida Safety Council - Past Board of Directors, President 1998 and 1999
- University Club of Orlando
- Economic Development Commission of Mid Florida
- Executive Association of Greater Orlando – Past President, Director

“Commercial real estate success requires a "hands on" mission to maintain direction with control and strong entrepreneurial processes to achieve sales, while maintaining professional ethics and integrity, to achieve the client’s objectives and goals with appropriate and successful solutions” – *J Gary Castle*