

Jeffrey D. Gravely, CCIM, MAI

Buskirk, Summers & Gravely Communities, Inc. ▪ 303 9th Street West, Suite 201 ▪ Bradenton, FL 34205
Tel: (941) 750 – 9494, xt 102 Email: netnetnet@aol.com

PARTNER & OPERATING OFFICER – REAL ESTATE DEVELOPMENT FIRM

Residential & Commercial Development ▪ Finance, Sales, Marketing & Property Management

Experienced Partner and Operating Officer in West Coast Florida residential and commercial development firm. Formed in 1992, BSG Communities, Inc. has successfully developed and sold over \$150 million in single family and condominium communities, along with a \$20 million portfolio of income producing properties held for long term investment. Responsible for day to day operations in following areas:

- Financial Analysis
- Sales Management
- Marketing Management
- Market Analysis
- Permitting & Entitlements
- Property Management
- Contracts/Lease Negotiations
- Homeowner Assoc. Management
- Project Planning & Positioning

RESIDENTIAL DEVELOPMENT PORTFOLIO
(Sampling)

- Positano on the Gulf – Longboat Key, FL; a 29-unit, high-end residential condominium community with +\$80 million sellout; 2005 – 2008 development & sellout; managing member responsible for Sales/Marketing Management, Homeowner Association and Permitting/Entitlements.
- Panther Ridge – Manatee County, FL; a 4,500 acre, master-planned low density residential community; 1995 – 2005 development & sellout of 600 homesites with \$48 million sellout, along with final sale of last phase approved for 255 homesites & golf course for +\$15 million. Responsible for Sales/Marketing Management of retail & builder lot sales programs, Permitting/Entitlements, Homeowner Associations, Financial & Market Analyses, Property Management & Construction Management of community infrastructure.
- Gulf Stream/Umbrella Beach Resorts – Anna Maria Island, FL; 1993 – 1995 development and sellout of two (2) vacation ownership resorts with \$8.0 million sellout. Responsible for Permitting/Entitlements, Homeowner Associations, and Financial Analysis.

COMMERCIAL DEVELOPMENT PORTFOLIO
(Sampling)

- Synovus Bank/Tire Choice – Sarasota, FL; 2007 - 2008 acquisition & development of two free-standing, net leased properties on a shared site; Responsible for Permitting/Entitlements, Lease & Contract Negotiations, Financial Analysis and Construction Management.

- Goodyear Tire & Auto – St. Petersburg, FL; 2005 acquisition and rehab of a free-standing net leased property; Responsible for Permitting/Entitlements, Lease & Contract Negotiations, Financial Analysis and Construction Management.
- Amscot Financial - Tampa, FL; 2004 acquisition and rehab of two (2) locations for tenant; these are free-standing net leased properties; Responsible for Permitting/Entitlements, Lease & Contract Negotiations, Financial Analysis and Construction Management.
- Valvoline Oil/Tires Plus – Bradenton, FL; 1999 acquisition & development of two free-standing, net leased properties on a shared site; Responsible for Permitting/Entitlements, Lease & Contract Negotiations, Financial Analysis and Construction Management.
- Pelican Pier Mobile Home Park - Manatee River, Ellenton, FL; 1992 acquisition of a waterfront land-lease mobile home park; property is currently being rezoned for multi-family residential use, but current use will remain for foreseeable future. Responsible for Permitting/Entitlements, Financial Analysis and Homeowner Assoc. Management.

OTHER PROFESSIONAL EXPERIENCE

- Principal and partner in a regional appraisal, valuation and consulting firm (1983 – 1992). During this period, actively provided valuation and evaluation services of commercial, industrial, residential and other types of properties, and advised clients on real estate investment decisions. Clients included the Resolution Trust Corp (RTC), Federal Depository Insurance Corp (FDIC), Bank of America, Wachovia Bank, and numerous other regional financial institutions, many of whom required expert valuation testimony in state and federal courts.

No longer active in appraisal profession, but provide non-appraisal valuation services including asset management, transaction management, brokerage, & real property investment analysis/counseling.

EDUCATION

- University of Florida, Gainesville, Florida
Bachelor of Science - Business Administration, 1981
Major – Real Estate and Finance
- CCIM Institute
 - Financial Analysis for Commercial Investment Real Estate
 - Market Analysis for Commercial Investment Real Estate
 - User Decision Analysis for Commercial Investment Real Estate
 - Investment Analysis for Commercial Investment Real Estate
- Appraisal Institute
 - Real Estate Appraisal Principles
 - Capitalization Theory & Techniques
 - Case Studies in Real Estate Valuation

- Litigation Valuation
- Standards of Professional Practice

LICENSES & MEMBERSHIPS

- Licensed Real Estate Broker - State of Florida
- CCIM Institute - Designated Member (CCIM) #15231
- Appraisal Institute – Designated Member (MAI) #8424