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Profile

Residential Subdivision Development & Management
Acquisition, Marketing & Sales · Brokerage Sales & Management
Commercial Development & Construction

Strong development and management skills... 30 years experience in real estate development and management... residential subdivisions, commercial subdivisions, budget, timelines, value engineering... construction of commercial office buildings... contractor relationships.

Sales and marketing of commercial projects and residential subdivisions... establishes strong broker and builder relationships... good understanding of how to motivate outside broker sales... excellent in-house brokerage management experience... new home builder marketing and support... good negotiating and dispute resolution skills.

Professional Experience

2010 – Santa Fe Commercial Real Estate, LLC, Santa Fe New Mexico
Owner/Qualifying Broker

- ◆ Sale of commercial real estate in Santa Fe and Albuquerque, New Mexico
- ◆ Marketing and Personnel Management of Santa Fe Real Estate Property

2003 – 2010 Santa Fe Realty Partners, Inc & Santa Fe Commercial Real Estate, LLC,
Santa Fe New Mexico
Owner/Qualifying Broker

- ◆ Managed a very successful residential and commercial brokerage company. 105 agent operation by end of 2010 with sales in excess of \$150,000,000. Number 2 in Santa Fe. Sold to Sothebys International Realty in 2010.

2003 – Streit & Gardner Investments, Santa Fe New Mexico
Owner

- ◆ Remodel of homes in Santa Fe for resale.
- ◆ Manage internet server and websites for Aldea, LLC and Aldea Plaza.

2001 – Aldea, LLC, Santa Fe New Mexico
Project Manager

- ◆ Aldea, LLC is a 476 lot residential new urbanist development with a commercial plaza. The commercial plaza will provide approximately 125,000 square feet of commercial space. The development is a full infrastructure subdivision with city sewer, lift stations, water, electric, gas, telephone and cable. The infrastructure is all underground.
- ◆ Manage all aspects of Aldea, LLC including all decisions concerning its operations, ie. sales and marketing, brokerage relationships, bank financing, engineering, construction, builder relationships, budgets, proformas, investment proformas and IRRs, homeowners' association, architectural control committee, etc.
- ◆ Develop and create all sales tools, plats, aerials and aerial overlays, Flash presentations, etc.

1993 – 2001 Santa Fe Group Corporation, Austin, Texas
President/CEO

- ◆ 1993 – 1998: Developed Oakwood Glen residential subdivision (123 lots). Personally involved in the purchase of the land, obtaining the investor and lender, resolving title discrepancies, design of the subdivision, worked with engineers on the ground, resolved problems on the ground, handled all bidding and selection of the contractor, value engineering after contractor selection, time lines and schedules and sales to builders (Centex Homes and Buffington Homes). Set up homeowners association and turned over the association to the home owners after the subdivision was built out. Worked with builders on contracts, take-down schedules, title discrepancies, grading plans, soil compaction on pad sites and other problems that arose. Purchased and pre-engineered an adjacent tract, sold as 58 paper lots – lots with all entitlements and engineering).
- ◆ 1997 – 2001: Developed commercial/industrial property in Round Rock, Texas with partner Mancuso Corporation (his first development, previously operated a commercial roofing company) – The Ridge at Round Rock (21 acre light industrial development). Four lots were developed on a very difficult site with IH-35 frontage. Personally designed the layout, worked with the engineer to get plans drawn, met with city staff to get construction plans approved and then posted fiscal requirements.
- ◆ Prepared proformas and provided appraiser with market data including replacement costs and discounted cash flow values for the project.
- ◆ Built 30,000 square feet of Office/Warehouse space, leased and helped tenants with tenant finish-out requirements. Sold all three buildings based on the income stream/cap rate.
- ◆ Brokered and consulted on a number of commercial site purchases.
- ◆ Pre-Engineered (escrowed or purchased land, engineering and site design and some approvals by municipalities) and sold the following subdivisions:

1995 – 1996: Park Central – 44 acre Multi-use development tract

1994 – 1996: Wells Branch Apartments – 450 unit apartment site

1995: Timberwood - 54 Lot Residential Subdivision (sold to D.R. Horton)

1993 – 1994: Oak Hollow – 68 Lot Residential Subdivision (sold to Investor)

1993 – 1994: Settler's Valley – 287 Lot Residential Subdivision (sold to Investor)

1987 – 1992 Tommy L. Gardner, Independent Broker, Austin, Texas
Broker/Market Feasibility Studies/Home Builder Finance

- ◆ Worked as consultant to Home Builder. Prepared financial prospectus and programs to help the builder obtain interim financing from private investors and lenders.
- ◆ Purchased and Sold commercial real estate. Also acted as a Broker in representing clients.
- ◆ Performed detailed market research studies for Developers and Home Builders. Quantitative and qualitative subdivision analysis with defined absorption rates and projected market capture rates.

1983 – 1987 Market Research & Appraisal Company, Austin, Texas
V.P. & Co-Manager

- ◆ Co-Managed market research and appraisal company (one MAI appraiser and 3 employees).
- ◆ Performed market research for McLester, Grisham & Gardner Investors, Inc. on all projects. Prepared packages for investors and lenders. Prepared appraisals for third party individuals.

1984 – 1987 AusTex Engineering, Austin, Texas
V.P & Co-Manager

- ◆ Co-Managed engineering company operations. Employed two civil engineers and one registered public surveyor (4 other employees).
- ◆ Handled all engineering on investments, subdivisions of McLester, Grisham & Gardner Investors, Inc. and other clients.
- ◆ Involved in Job scheduling, personnel, client relations and trouble-shooting of jobs, etc.

**1983 – 1987 Advertising Company, Video Production Company, Photographic Company
and Financial Leasing Company**
V.P. & Co-Manager (of each company)

- ◆ Advertising Company – Managed the President: Company handled all advertising for all of the companies and projects.
- ◆ Video Production and Photographic Company - Managed the operators: Video tape productions for relocation to Austin and home sales; Photographic company reproduced all design work, aerial photographs and promotional photography for all projects.
- ◆ Financial Leasing Company – 25% owner; Purchased all cars, office furniture and equipment for all companies, etc.

1980 – 1987 McLester, Grisham & Gardner Investors, Inc., Austin SMSA, Texas
President & CEO

- ◆ President and CEO of McLester, Grisham & Gardner Investors, Inc. - Responsible for initiating and controlling an operating budget of approximately \$1,000,000 per year. Personally managed and directed all operations of the company (15 employees and 35 brokers).
- ◆ Directly managed all commercial sales brokers; sales meetings, training & marketing (over \$500,000,000 in total volume from 1983 -1985).
- ◆ Managed investment operations; structured over 250 joint ventures (included the raising of capital for all projects) and managed all ventures (General & Limited Partnerships); Personally reviewed and prepared all purchase contracts and feasibility studies including loan packaging.
- ◆ Managed all commercial construction projects and residential development (residential lot development, office buildings, strip center, light industrial development).

Acquired raw land for subdivision development. Personally handled all contractual agreements and directed the feasibility study (preliminary site plan and development costs).

Managed all phases of the subdivision development from conceptual plan, preliminary plan, final plan, political strategy and bid process determine contractor and costs of all improvements and amenities.

Contractual agreements with contractor, time line and scheduling of development, monitoring of work progress, resolution of problems with construction.

Value engineering to reduce development costs – after the bidding process and selection of the contractor, there is a process to reduce costs by selecting areas of high costs and working personally in meetings with the contractor and engineer to formulate less expensive solutions.

Managed the predevelopment (final plat) of over 1200 residential lots and the development of over 700 lots including one 377 lot Master Planned community (The Oaklands) Owner/Partner.

Managed all investor relations, investor reports and communications.

- ◆ 1983 – 1987: The Oaklands Residential Subdivision – Developed a 377 Lot Master Planned Community with amenities. Personally involved in the purchase of the land, securing investors, preferred builders, working with engineer and contractor.
- ◆ 1981 – 1987: River Ridge Residential Subdivision – 200 lot residential subdivision
- ◆ 1978 – 1979: Old Oak Estates – Developed 13 Lot Luxury Residential Subdivision: purchased land, secured investor, obtained engineering and worked on the ground with contractor.

1978 – 1986 McLester & Grisham Realtors, Inc. Austin, Round Rock & Georgetown Texas

Owner/Manager (involved in daily management of all company functions, personnel, etc. listed below)

- ◆ Owned and Co-managed 5 residential real estate offices; 150 sales associates; corporate referral and relocation program; Volume of 15 to 20 million per month in residential sales; Co-managed training, sales, marketing & operations budget.
- ◆ Residential Brokerage primarily represented new home builders. Advised the builders on the subdivisions, floor plans and projected absorption rates; assisted builders in obtaining interim financing and resolving problems in the building process.

Very familiar with the new home construction process. Resolved disputes between builder and home buyer as well as between builder and subdivision owner. Have joint ventured model homes with home builders (actually worked for a homebuilder building homes while in high school).

- ◆ Marketed lots to new home builders and then represented the builder in custom and spec home sales. Subdivision promotion to new home builders, including advertising, builder luncheons and personal relationships.
- ◆ Prepared market feasibility studies for development of residential subdivisions. Included absorption rate studies, competitive quality analysis, subdivision development proformas and commercial feasibilities.
- ◆ Sold McLester & Grisham Realtors in 1986 to Henry S. Miller

1977 – 1978 McLester & Grisham Realtors, Inc. Austin, Texas
Real Estate Salesman

- ◆ Began career as a Real Estate Salesman – Top Salesman of the Year 1977 & 1978.
- ◆ Residential home sales – main source of sales was from representing different builders in subdivisions (custom homes and spec homes) as an independent real estate company.

1972 – 1976 State Board of Control, Purchasing & Specifications Division, Austin, Texas
Specifications Writer/Purchaser

- ◆ Purchasing Department (1974 – 1976): Purchased all generic and brand name drugs, surgical supplies and many other items for State Agencies utilizing the competitive bidding process.
- ◆ Specifications Department (1972 – 1974): Developed specifications for the purchase of many different items used by the State in order to receive competitive bids.

1970 – 1972 U.S. Army, Chemical Corps, Edgewood Arsenal, Maryland
Medical Researcher

- ◆ Drafted into the Army in 1970. Served term and received honorable discharge.
- ◆ Pharmacological research on the cholinergic nervous system; in-vitro isolation of synaptosomes via radio isotopes utilizing various uptake mechanisms
- ◆ Received Soldier of the Month Award and was offered scholarship to Johns Hopkins University

1969 – 1970 Associated Chemical Industries, Inc., Dallas, Texas
V.P. Research & Production

- ◆ Formulated and managed the production of industrial cleaning solutions and a line of cosmetics

Education and License

Graduate of Mary Hardin Baylor University - BS Chemistry

Texas Brokers License (37 years) – Current

New Mexico and Colorado Brokers License (12 years) - Current

