

Innovative, results-driven executive with extensive commercial real estate experience within highly competitive markets. Analytical professional skilled in successfully leading and developing high performance brokerage teams with a strong focus on client satisfaction. Accomplished in structuring, restructuring and closing for development opportunities across the risk spectrum. Collaborative communicator dedicated to building relationships and promoting synergy across business lines to drive positive change and comprehensive business approaches for enhanced profitability. *Areas of Expertise include:*

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| ✧ Sourcing & Due Diligence | ✧ Negotiation Strategy | ✧ Revenue & Profit Growth |
| ✧ Acquisitions & Development | ✧ Financial Management | ✧ Transaction Closing |
| ✧ Sales Planning & Marketing | ✧ Investment Evaluation | ✧ Project Management |
| ✧ Asset Management | ✧ Relationship Management | ✧ Problem Resolution |

PROFESSIONAL EXPERIENCE

TOM METCALFE COMMERCIAL REAL ESTATE • Plano, TX • 2006 – Present

An innovative leader in Dallas Commercial real estate for over 40 years.

COMMERCIAL BROKER

Directing strategic business positioning of a large commercial property and asset management portfolio throughout Texas with a strong focus on the Dallas/Fort Worth market. Assisting clients in the creation, design and implementation of new and existing development projects covering development and entitlement, investor relationship management, leasing, and sales and marketing. Providing oversight for commercial real estate activities including planning, evaluating, negotiation and acquisition. Diverse projects include locating and managing the acquisition of an office building to be used as headquarters for DallasCasa a non-profit, Guardian Ad-Litem; Negotiating entitlement of various parcels of land in Lancaster, Salado, Dallas, Addison and many other cities in Texas, for retail, hotel, and multifamily uses; representing such clients as Hillsdale College of Michigan; QuickTrip, McDonald's, Dallas Symphony Corporation, many Restaurants, Industrial Tenants, Office Tenants; Managing a \$250K budget for 4 Option Elections in Lancaster to enable the city to sell beer and wine in package stores; and representing The Pilates Barre on first two locations within the metroplex on Hillcrest Snider Plaza, University Park and at Preston Forest Square SC, Preston at Forest, Dallas. Directing negotiations for various projects in progress including assisting in various stages of development on six multifamily projects in Texas; entitlement of 200 acres near Fair Park, amending the existing PD district guidelines; and marketing 11 parcels of land and improved properties for various clients in Dallas, Fort Worth and Salado, TX.

KEY ACCOMPLISHMENTS:

- Sold 250 acres Houston School Rd at IH 20 in Lancaster to PROLOGIS for an industrial park planned for 5.5M SF of buildings. Eventually the park sold for \$288M
- Closed four transactions for Dallas Theological Seminary totaling 10 acres of land with a total value of \$10M to and for the Dallas Theological Seminary.
- Leased 5,000 SF in Snider Plaza to various tenants totaling \$350K in annual revenue for the owners.
- Negotiated an oil and gas lease with Chesapeake Energy, easements totaling an upfront bonus of \$437,500 and a 25% royalty for Hillsdale College.

- **Managed the sale of two acres of land to DR Horton worth \$4.6M for 54 urban town homes, North Oak Cliff**
- Acquired land for Myerson Symphony Hall, Dallas, TX.
- Sold land sites Downtown CBD for \$128 PSF and \$130PSF in Dallas Arts District in early 80's
- Sold Land to Cencor Realty from JL Williams for Central Market development Carroll at 1709, Southlake, Texas, center is now valued at \$150M
- Represented Herschel Walker and partnership on land at White Chapel and Hwy 114, Southlake, Texas
- Marketed land Owned by Mobil Corp on 600 acres along Hwy 114 in Southlake, Texas
- **Acquired land for Southland Corporation in CityPlace, Leased and Managed portfolio properties while working for King Laughlin Co. Was a part of the sale of CityPlace 140 acres to Bob Bass and Don McNamara, Bass Hampstead.**
- Sold 45 parcels of land for Centex Corp around Bryan Place Development to apartment developers, townhome developers, retail uses.
- **Over \$3B in total sales, leasing and development projects in 46 years.**

COLDWELL BANKER COMMERCIAL REAL ESTATE • Dallas, TX • 2002 – 2004

A global real estate brand with offices in 48 countries and territories.

COMMERCIAL PARTNER

Executed strategic leadership functions by purchasing 50% interest in the organization and creating a solution-driven environment. Organized and developed a brokerage team with leading edge project management expertise to deliver value to the client while maintaining strong relationships for referencing for future business proposals. Developed

business structure by leasing office space, setting up communications, developing the staff and partnering with Cendant Corp, (parent company of CBC), to acquire strategic relationships for the brokerage group; used existing relationships for listings, management, and development opportunities.

KEY ACCOMPLISHMENTS:

- Established membership with the US-Mexico Chamber of Commerce to facilitate access to retailers in Mexico as a source for tenants for the conversion of the Fort Worth Town Center Mall to a Latino-centric shopping experience, now known as La Gran Plaza.
- Negotiated the sale of a 10,000 SF warehouse (\$1M) to All Smiles Dental as a supply warehouse.
- Managed the acquisition of five locations for All Smiles Dental, Inc.
- Oversaw leasing activities at The Fort Worth Town Center with a Latino cinema group.
- Sold Various parcels of land (1,000 acres) in Collin County for long term investment to investors.

1992-2004

The Weitzman Group, Inc

Selected as manager by Herb Weitzman for the Tarrant County Division of TWG, Inc. located in Downtown Fort Worth, after 6 months with company.

Established listing with Mobil Oil Corp on listing of 600 acres in Southlake Texas.
Closed transactions with banks such as MBank, Texas Commerce Bank and others with REO inventory on their books.

Sold various tracts of land in Southlake, TX for future retail development. Clients included J.L. Williams on the SEC of 1709 and Carroll ave where \$100M Central Market retail center exists.

Worked on Grapevine Town Center, a Target anchored center acquiring tenants such as Linen N' Things, Merle Norman Cosmetics, Haltom Jewelers.

Closed Tarrant County Office in 1995 and moved into Dallas office as SVP of Tarrant county division.

Sold land for Dallas Theological Seminary to Skilled Healthcare Associates to build a 60,000 sf physical rehabilitation center on Live Oak Street and Haskell funded in partnership with Baylor Hospital and the Baptist Foundation.

Blocked up land for JPI Texas apartment communities in Bryan Place area (3 phases, 650 units)
Sold Centex Homes' surplus land inventory (45 parcels) in Bryan Place Urban neighborhood to various townhome / commercial developers.

Sold Gaston Village Shopping Center for redevelopment to Office Depot, Capital One Bank, ALDI Markets and other tenants.

Sold Land for Tom Thumb and Kroger Grocery Stores retail shopping centers in Plano, Garland, and Southlake.

Established relationship for JV partnership for CENCOR, Inc with Haggard Properties, Inc in Plano Texas which developed the Cinemark Theatres Corporate offices and Tinseltown Theatre, Tom Thumb and Kroger on Haggard Properties Inc land.

Sold land for Twin Creeks Shopping Center Allen, TX to CENCOR, INC for Tom Thumb, Home Depot restaurants and other retail tenants.

ADDITIONAL EXPERIENCE

- Partner- -Ross J. Love and Associates
- Vice President -Backes and Platt
- Senior Vice President – WQ Real Estate, Fort Worth, TX
- Senior Vice President – King Laughlin Co.
- Senior Vice President – The Weitzman Group, Fort Worth, TX
- 50% Owner- - Coldwell Banker Commercial, DFW.

EDUCATION & TRAINING

Texas Real Estate Licensure, Broker
CHAMPIONS SCHOOL | Dallas, TX | 2008

Texas Real Estate Licensure, Salesman
MASSEY COLLEGE | Dallas, TX/ 1981

Continuing Education:

Legal, Law & Finance (1,650 +hours) – Champions School, Dallas, TX
Sales Advantage Training – Dale Carnegie

Professional Affiliations:

C.R.E.W.

North Texas Commercial Association of Realtors (NTCAR)

Texas Association of Realtors (TAR)

National Association of Realtors (NAR)

International Council of Shopping Centers (ICSC)

Real Estate Council – Dallas, TX

Urban Land Institute (ULI)

Volunteer Work:

Dallas Casa – Various Projects; Acquisition of Corporate Headquarters, Dallas,
TX Montessori Children’s House and School – Board Member & President of
Board Habitat for Humanity, Dallas, TX – Various Construction Projects