



TIM KELTON

Principal

SPECIALIZING IN
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PARTIAL CLIENT LIST

- PharmaForce
- R. David Thomas Trust / Wendy's Corporation
- Ohio Health
- Nationwide Children's
- Cabot Properties
- DRA Advisors
- MAG Euro Cars
- Gordon Flesch Company
- Mars Candy
- Fifth Third Bank
- Huntington National Bank
- PNC Bank
- FedEx
- Dorcy International
- CheckFree Corp
- Kroger
- MetLife
- Prologis
- RREEF
- Boehringer Ingelheim
- STRS of Ohio
- Tosoh SMD
- Transpacific Development
- Ohio Police & Firemen's Pension Fund

PROFILE

As a founding member and Principal of the Columbus Lee office, Tim is responsible for assisting the sales team in navigating all real estate brokerage activities, company and J.V. controlled land sales and development functions including financing, design/build lease-backs, land development, zoning, governmental incentives, land acquisition, site qualification, and general third party brokerage functions.

CAREER SUMMARY

Tim has 32 years' experience in commercial and industrial brokerage, investment sales, infrastructure development, finance and tax strategies. He is personally responsible for \$250+ million in completed transactions. Although Tim's role has evolved from front line sales activity to transaction and staff management, he remains personally involved with the sales team for most lease negotiations, asset acquisition strategies, documentation and due diligence, tax strategies, incentive negotiations, asset disposition, long range planning and new business development.

Notable Recent Transactions Include:

- Development services for Cabot Properties, Metropolitan Life Insurance company, CitiGroup, Ohio State Teachers Retirement System and other institutional investments with a total value exceeding \$145 million
- Development of 268 acres of prime, Class A office and medical parks in the Dublin, Ohio area with land values exceeding \$70 million
- Land acquisition transactions and office leases with Ohio Health, Mount Carmel Health
- Two-phase, 324 acre industrial development in Grove City, Ohio. Land sales in the park exceeded \$17 million.
- Established the Property Management department, currently managing a portfolio of approximately ___ million square feet for private and institutional investors.
- Vista Industrial Packaging – 310,000 SF industrial building sale
- FedEx SmartPost – 302,250 SF industrial build to suit lease

EDUCATION

- Ohio University, Athens, OH
Bachelor of Arts – Accounting and Mechanical Engineering
- The Ohio State University and New York University
Continuing Education – Real Estate Law, Marketing, Finance

AFFILIATIONS

- Licensed Real Estate Broker and Sales Agent – Ohio
- Certified Public Accountant
- National, Ohio, & Columbus Association of Realtors