

Gary M. Ralston CCIM, SIOR, SRS, CPM, CRE
Orlando, FL

Current Role

Gary Ralston is the President and Founder of Florida Retail Development, LLC, a retail real estate research and development company. Florida Retail Development is emerging as the premier build-to-suit developer of highway-commercial freestanding retail stores in Florida.

Professional Background

From the early 1990's through mid-2004 Gary was the president, chief operating officer and a member of the board of directors of Commercial Net Lease Realty, Inc. (NYSE:NNN) the industry leader in single-tenant corporate net-leased real estate. During that time he guided the company's growth from less than \$15 million in real estate assets to nearly \$1.5 billion. For the 10 years ending 12/31/2003 Commercial Net Lease Realty outperformed (total return to shareholders) the industry indices (NAREIT and RMS) and the S&P 500.

CCIM Institute and Professional Affiliation Experience

Gary holds the Certified Commercial Investment Member (CCIM), Society of Industrial and Office Realtors (SIOR), Specialist in Real Estate Securities (SRS), Certified Property Manager (CPM) and Counselor of Real Estate (CRE) professional designations. He is also a Florida licensed real estate broker, mortgage broker, and certified building contractor.

Gary is a member of the Board of Directors for the CCIM Institute, and a past president of the Florida CCIM chapter. He is a past member of the Board of Governors of the National Association of Real Estate Investment Trusts. Gary is currently a full member of the Urban Land Institute, Vice Chairman of the Small Scale Development Council and a member of the International Council of Shopping Centers (ICSC).

Gary serves on the Burns Counselor Board of the Franklin L. Burns School of Real Estate and Construction Management at the University of Denver. He was inducted as a Hoyt Fellow (www.hoyt.org) in 2001.

Instructional Background

Gary is a senior instructor for the CCIM Institute. He is also an instructor for the ICSC University of Shopping Centers at Wharton, and has lectured at the University of Florida, University of Indiana and University of Central Florida.

Education

Gary holds a Masters in Real Estate and Construction Management from the University of Denver.

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