



Rich Gernand
Associate Vice President

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SPECIALIZATION

Office
Retail

CLIENT RELATIONSHIPS

- UNC-Property Office
- Renaissance Computing Institute (RENCI)
- Morgan Stanley
- HRC Investment Group

CAREER SUMMARY

Rich serves as a Real Estate Advisor and Broker in Charge for Grubb & Ellis|Thomas Linderman Graham’s Chapel Hill office. He specializes in office and retail leasing.

A second-generation Realtor®, Rich has had life long involvement in real estate. He has been actively involved in every aspect of the residential, commercial, investment and management aspects of the business. From 2004 through 2009 Rich was individually responsible for a total of 314 lease and sale transactions, an average of over 50 per year and valued at over \$44 million. Prior to joining Grubb & Ellis|Thomas Linderman Graham, Rich served as a North Carolina Real Estate Instructor. He also served as a training manager for new sales associates at his previous company. Before moving to North Carolina in 1996, Rich owned and operated various businesses in California. In addition to his responsibility as an Investment Property Manager, he served as Vice President and Manager for a California financial firm.

EXPERIENCE

- 2005 – Present: Associate Vice President, Grubb & Ellis|Thomas Linderman Graham
- 2000 – 2005: Real Estate Advisor, Graham Associates

PROFESSIONAL AND COMMUNITY AFFILIATIONS AND RECOGNITIONS

- Most Transactions, 2009, 2007, 2006, 2005, Grubb & Ellis|Thomas Linderman Graham
- Winners Circle, 2009, 2008, 2007, 2006, 2005, Grubb & Ellis|Thomas Linderman Graham
- Largest Retail Transaction, 2007, Grubb & Ellis|Thomas Linderman Graham
- Licensed Real Estate Broker, North Carolina

RECENT TRANSACTIONS

<u>Property</u>	<u>Client</u>	<u>Value</u>
151 E. Rosemary, Chapel Hill	Daily Tar Heel	\$1,225,683
Glenwood Square, Chapel Hill	Mattress Warehouse	\$721,600
Europa Center, Chapel Hill	Summers, Thompson, Lowery	\$675,281
Europa Center, Chapel Hill	OPC – Orange Person Chatham	\$643,003
4113 Capitol Street, Chapel Hill	Kenny Goetze – Deacon Inv.	\$574,000
Europa Center, Chapel Hill	Holmes Oil	\$368,364