



TMC  
4807 Bayshore Boulevard  
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Tampa, FL 33611

(T) 813.810.4444  
(F) 813.436.5496  
(E) mahr@mahrcompany.com  
(W) www.mahrcompany.com

## PERSONAL PROFILE

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**F. Sanford Mahr, CCIM\***

## PROFESSIONAL BACKGROUND

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April, 1992 - Present

### The Mahr Company

Principal, Commercial Real Estate Brokerage, specializing in:

- User representation for Office, Medical and Commercial Properties
- Owner representation for Office, Medical and Commercial Properties
- Investment Sales and Acquisitions

With services offered in:

- Real Estate Advisory and Consulting,
- Acquisitions and Dispositions,
- Real Estate Portfolio Development and Investment,
- Real Estate Investment Sales & Marketing,
- Asset value enhancement,
- Special projects for clients,
- Broker Opinion of Value (for Lenders, Asset Managers, Owners)
- Expert Witness for Commercial Real Estate Matters

7/1/86 - 4/3/92

### The Galbreath Company

Senior Vice President, Florida Region. Responsible for operating and expanding all facets of the Galbreath Company operation in Florida with offices located in Tampa, St. Petersburg, Orlando, West Palm Beach, and Ft. Lauderdale.

### Galbreath-Huff Realty Services, Inc.

President, A division of The Galbreath Co., formed for suburban asset management, leasing, marketing, acquisition and disposition.

### John W. Galbreath & Co.

Vice-President, Florida, responsible for marketing and leasing of in house office buildings throughout region, and third party fee income through general brokerage.

2/84 - 6/30/86

Merrill Lynch Commercial Real Estate, a Division of Merrill Lynch Capital Markets, Broker, specializing in investment sales and tenant representation for office space users.

1976 - 1984

### Mahr Realty & Development Company, Inc.

Founder and Chief Executive Officer, A full-service commercial and industrial real estate brokerage firm with a property management division, and a single and multi-family development division, operating throughout Western and Central New York State. Corporation was sold in September 1984.



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## PROFESSIONAL EDUCATION

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1974 - Present

Ongoing "State of the Art" specialized courses for Real Estate and Business.

Real Estate Investment and Taxation - Realtors National Marketing Institute with Real Estate Securities Institute: Tax Advantaged Investments.

Commercial Investment Real Estate Institute:  
CI100-Marketing Commercial & Investment Real Estate  
CI101-Financial Analysis For Commercial Real Estate  
CI201-Market Analysis For Commercial Real Estate  
CI301-Decision Analysis For Commercial Real Estate  
CI403-Success Strategies For Investment Real Estate  
CI407-Advanced Techniques in Marketing Commercial Real Estate  
CI411-Marketing and Managing Troubled Assets

Northwest Center Professional Marketing - Marketing and Negotiating

S.I.O.R. Office Leasing

W.G.&L. - Real Estate Leasing Practices

Institute of Real Estate Management - Analysis and Management of Investment Property

National Association of Realtors - Computer Skills

Bryant and Stratton Institute - Comprehensive Real Estate Brokerage

State University of New York at Buffalo:  
Real Estate Principles and Practices  
Real Estate Appraising, Investment and Finance

## EDUCATION

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1967- 1974

State University of New York at Buffalo, Buffalo, New York  
Studies: Business Management, Finance, Real Estate  
Canisius College, Buffalo, New York  
Studies: Business Management  
Niagara University, Niagara Falls, New York  
Studies: Business Management



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## LICENSES AND AFFILIATIONS

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### CCIM\*

Licensed Real Estate Broker in the State of Florida,  
formerly in New York State, and Massachusetts

Member Commercial Investment Real Estate Institute

Formerly licensed through N.A.S.D. (Series 22, Series 63)  
under Commonwealth Equity Services based in Boston, Massachusetts, Broker/Dealer.  
- Investment sales in real estate related limited partnerships.

Dean's Advisory Council - College of Business, University of Tampa

Past Chairman of the Board of Directors - American Heart Association, Tampa, Florida  
1987-1988

Past President Tampa Jewish Federation/UJA

Former Member Board of Fellows, University of Tampa

Nominee for 1988 Tampa Up & Comers Award, Tampa Bay Business

Recipient of Volunteer of the Year Award, American Heart Association

Past Member Finance Committee for election of Connie Mack, U.S. Senate, Florida

Past Member Board of Directors - Weinberg Village Assisted Care Living Facility

Member National Young Men's Leadership Cabinet United Jewish Appeal, 1987-1989

Past Member Executive Council Board Gulf Ridge Council Boy Scouts of America

Eagle Scout Society - Boy Scouts of America

Member National Association of Realtors

Member Florida Association of Realtors

Member Tampa Board of Realtors

Member Florida Gulfcoast Association of Commercial Realtors

\*1 The CCIM (Certified Commercial Investment Member) designation is awarded by the CCIM Institute to real estate professionals who complete the Institute's curriculum that consists of skills in financial analysis, market analysis, user decision analysis and investment analysis of commercial real estate; submit a resume of closed transactions showing a depth of experience in commercial real estate and who also must successfully complete a comprehensive written examination. Only approximately 6% of the commercial real estate professionals nationwide hold the CCIM designation - "the Ph.D. of commercial real estate."