

TIMOTHY J. AGNELLO

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SUMMARY PROFILE

Real estate professional with 20 years experience and success in sales, leasing, and property management. Resourceful, thorough, hands-on real estate broker with strong analytical skills and demonstrated ability to problem solve and interact with clients and the public. Proven ability to work in a fast paced environment help to preserve and enhance clients' investments.

- Fiduciary experience managing real estate/finances for multiple clients.
- Certified Property Manager, Institute of Real Estate Management.
- M.S. in Engineering Geology with emphasis on construction and land use/site assessment.
- Working knowledge of Geographical Informational Systems (GIS) and site analysis.

BOARD MEMBERSHIP & APPOINTMENTS

- Board Trustee for "The Hillside Trust" (term 2002-2008) whose mission is to advocate thoughtful use of our hillsides and serving on the Land Use Advisory Committee whose purpose is to review hillside development proposals.
- Appointed to site selection committee for Habitat for Humanity, Cincinnati, Ohio

PROFESSIONAL EXPERIENCE

Tesoro Realty Inc.

1999-2006

President, Real Estate Broker

Specializing in residential sales and real estate consulting. Managed brokerage office, set up company policy, responsible for regulatory compliance.

- Consulting on the feasibility, construction, property management, and leasing of a 20,000 square foot office building.
- Consulting on the feasibility and acquisition of commercial real estate and natural resource reserves.
- Created a land use GIS layer for the City of Cincinnati on geologic hazards.

PNC Bank, N.A.

1994-1999

Bank Officer

Managed constantly changing multi-site 40 million dollar portfolio consisting of 139 residential units (single family residences and apartments), 200,000 square feet of commercial space, 75,000 square feet of industrial space, 17 farms, 17 ground rents, and 20 unimproved parcels.

- Increased return on investment of residential units having a negative image by initiating physical improvements and improving resident relations achieving 100% occupancy.
- Recommended, planned, and supervised the rehabilitation of residential units, emergency insurance repairs, and commercial (retail) improvements to achieve tenant satisfaction and maximize the return on clients' investments.
- Developed in-house appraisal form to streamline and complete the internal appraisal of 30+ properties; arranged and reviewed outside appraisals on an ongoing basis.
- Managed risk by instituting policies and procedures, by analyzing environmental concerns on existing properties and for acquisition decisions, and by site inspections.

Coldwell Banker Real Estate**1992-1994***Real Estate Agent*

- 98% closure ratio with \$3.6 million in residential sales.
- Ohio Association of Realtors President's Sales Club (1992), top 15% of agents in Ohio.
- Coordinated and co-represented the marketing of a medium size builder (20 homes/year).
- Assisted corporate transferees on the successful purchase/sale of residential homes.
- Received the Coldwell Banker Customer Service Award for outstanding service.

West Shell Realtors**1989-1992***Real Estate Agent*

- 97% closure ratio with \$4.2 million in residential sales.
- Ohio Association of Realtors President's Sales Club (1990), top 15% of agents in Ohio.
- Successfully executed the sale, marketing, and maintenance of corporate real estate.
- Assisted corporate transferees (P&G, etc.) on the successful sale of residential homes.
- Promoted and successfully sold new construction for Williamsburg Homes.

EDUCATION

Master of Science, Engineering-Geology, University of Cincinnati, 2002

Bachelor of Science, Geology, University of Cincinnati, 1982

PROFESSIONAL LICENSE, DESIGNATIONS, AND AFFILIATIONS

- Ohio Real Estate Sales License, 1986
- Ohio Real Estate Brokers License, 1991
- Certified Relocation Professional, Employee Relocation Council, 1991
- Certified Property Manager, Institute of Real Estate Management, 2001
- Member of the National Association of Realtors, 1986
- Member of Ohio Association of Realtors, 1986
- Member of Cincinnati Board of Realtors, 1986
- Member of the Institute of Real Estate Management, 1998
- Member of the Geological Society of America, Engineering Geology, 2002
- Member of the Employee Relocation Council, 2002