



BOBBY GATLING

Vice President

CAREER SUMMARY

Being a third generation native of Jacksonville allows Bobby to have ample knowledge of the commercial submarkets in this city. Experiencing Jacksonville's expansion in the past decade has enabled him to position his clients in areas of evident growth and opportunity. Some of Bobby's clients include Mid-America Corporation, Burris Logistics, RockTenn, Waste Management, Republic Property Company and KTR Capital Partners.

After graduating from the University of Alabama in the fall of 2004, Bobby joined Grubb & Ellis | Phoenix Realty Group, Inc. in 2005 and has worked exclusively in industrial real estate brokerage. His focus and expertise is in bulk distribution, flex, manufacturing along with industrial and port related land. Bobby has brokered over 3,300,000 SF of sales and leases of industrial buildings, with an approximate value of over \$43,500,000.

Bobby enjoys mostly the outdoor opportunities that Jacksonville is most noted for. He spends most of his spring and summer weekends on the boat, where he is avid at fishing and scuba diving. In the fall and winter months, he spends time hunting outside Jacksonville or in Georgia.

EDUCATION

- University of Alabama - B.A. in Marketing

PROFESSIONAL AFFILIATIONS

- (FCMA) First Coast Manufacturing Association
- NAIOP (N.E. Florida Chapter)
- Cornerstone Commercial and Industrial Taskforce
- Member of D.A.N. (Diver's Alert Network)
- Member of J.O.S.F.C. (Jax Offshore Sport Fishing Club)
- Sigma Alpha Epsilon - University of Alabama
- Jacksonville Alabama Alumni Club

AWARDS & RECOGNITION

- CoStar Power Broker of the Year 2007, 2008, 2010
- NAIOP "Industrial Broker of the Year" Nominee 2010 (Top 3 Industrial Brokers in Jacksonville)
- Top 3 Broker Recognition - Phoenix Realty Group 2010