

# TIM AGNELLO

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## PROFESSIONAL REAL ESTATE EXPERIENCE

### **Tesoro Realty Inc.**

**1999-2006**

*Real Estate Broker/Owner*

Started own firm specializing in residential sales, property management, and relocation services. High closing success rate on all real estate transactions over the past 10 years.

- Employee Relocation Council member, Certified Relocation Professional (CRP)
- Institute of Real Estate Management, Certified Property Manager (CPM)

### **PNC Bank, N.A.**

**1994-1999**

*Bank Officer*

Managed constantly changing multi-site 40 million dollar portfolio consisting of 139 residential units, 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 an apartment complex with a negative image by initiating physical improvements and improving resident relations, achieving 100% occupancy.
- Recommended, planned, and managed the rehabilitation of residential units, emergency insurance repairs, and commercial improvements to maximize tenant satisfaction and return on clients' investment.
- Developed an 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 for leasing, by analyzing environmental concerns on existing properties and for acquisition decisions, and through ongoing site inspections.

### **Coldwell Banker Real Estate**

**1992-1994**

*Real Estate Agent*

- 98% closure ratio with \$3.6 million in residential sales.
- Earned the Ohio Association of Realtors President's Sales Club in 1992 by being in the top 15% of agents in Ohio.
- Assisted corporate transferees (Procter & Gamble) on the successful purchase/sale of residential homes.
- Received the Coldwell Banker Customer Service Award for outstanding customer service.

### **West Shell Realtors**

**1989-1992**

*Real Estate Agent*

- 97% closure ratio with \$4.2 million in residential sales.
- Earned the Ohio Association of Realtors President's Sales Club in 1990 by being in the top 15% of agents in Ohio.
- Successfully executed the sale, marketing, and maintenance of corporate owned real estate (General Motors).
- Assisted corporate transferees (Procter & Gamble, Kraft Foods) on the successful sale of residential homes.