

The Ross Realty Group is a full service commercial real estate company.

Understanding that your success is our success, The Ross Realty Group is a full service real estate company. We personally take care of all of your needs in-house.

OUR SERVICES INCLUDE:

- Sales
- Leasing
- Lender REO Representation
- Receivership
- Broker Opinion of Value
- Property Management
- Accounting
- Marketing
- Communication
- Acquisition
- Disposition
- Development
- Maintenance



At Ross Realty, our experience and dedication equal your success!

At the Ross Realty Group, you get the wisdom and experience you need for your success. With over 150 years of combined experience in the commercial real estate industry, the Ross Realty Group is committed to meeting your goals and helping you ride out your challenges.



- **RESPONSE:** Our phones are answered seven days a week, 24 hours a day by a “live” person - never voice mail! The personalized 24-hour answering service promptly relays all inquires and messages.
- **HISTORICAL KNOWLEDGE:** We have a database of reliable vendors and appropriate costs.
- **PORTFOLIO BUILDING INSURANCE PROGRAM:** Available to all of our managed properties with better coverage than available on the open market and very competitive rates. This could be *very important* to you as commercial property insurance costs escalate and your choices become limited.
- **REPORTING:** Computerized databases and accounting systems that can be customized to fit individual owner reporting requirements including accurate, detailed reports to comply with sound business practices and all applicable laws, rules and regulations.
- **EXPERIENCE:** Active associates involved in professional organizations:
 - CCIM National and Florida Chapter Members
 - FGCAR - Florida Gulfcoast Commercial Association of Realtors
 - REIC - Real Estate Investment Council
 - NAIOP - National Assoc. of Industrial and Office Properties
 - ICSC - International Council of Shopping Centers
 - PRO - Pinellas Realtor Organization
 - The Westshore Alliance
- **CORPORATE RESOURCES:** Ongoing investment in “state of the art” office communication support utilized by the agents and staff that provide easy access to both internal and external information. Software and information sources include:
 - Real Estate Assistant (REA)
 - FGCAR Commercial Property Listing Service
 - Argus Financial Software
 - Yardi Property Management Software
 - Internet/Web Page



Ross Realty Group offers a turnkey Lender Services Program.

Established in 1989, The Ross Realty Group has grown to become Tampa Bay's leading independent commercial sales, leasing and management firm. Since 2005 we have brokered more than \$120-million in sales, and have a proven track record of results providing an array of turnkey lender services. Our program, rooted in our reputation for responsiveness, is designed to rapidly respond to your needs early in the process and help you decide on a course of action.



VALUATION, MARKETING AND DISPOSITION

We understand the time-sensitive nature of Special Assets. Our mission is to provide our lender-clients with a full range of representation services on an expedited basis. We are able to realize maximum value in the shortest possible timeframe by offering:



- Ongoing Market Analysis
- Expedited Broker Opinion of Value
- Rapid Production of Marketing Materials
- Aggressive Sales Approach
- Hands on Management of Short Due-Diligence and Closing Timetable

RECENT TRANSACTION: Sale of Residential Planned Community—Ashton Pointe on Fielding Lane

ROSS REALTY GROUP, INC.
 ELLIOTT ROSS, CCIM • DENNIS BUSH, ALC • NED ROBERTS
 3001 EXECUTIVE DRIVE, SUITE 250, CLEARWATER, FL 33762
 Tel: (727) 725-2800 • Fax: (727) 726-6780 • www.RossRealty.com

SW FLORIDA / SARASOTA DEVELOPMENT OPPORTUNITY!
Fielding Lane Land Sarasota, FL 34233

- ◆ Two parcels totaling to 15.38 acres (MOL)
- ◆ Zoned RSF-4 (Residential Single Family 4); allowable density - 5.5 units/Acre
- ◆ Preliminary site plan approval for 49 single family lots (min. 50 ft wide)
- ◆ Other Alternative Uses: Assisted Living Facility (ALF); Private Retreat
- ◆ Next to Centex Townhouse Development
- ◆ Access from both Clark Road & Ashton Road
- ◆ Less than 1.5 miles from I-75
- ◆ Close to Sarasota Middle School, Ashton Elementary School and several churches
- ◆ VERY Motivated Seller asking \$595,000. Make Offer!!

ROSS REALTY GROUP, INC.
 CENTERS AT FEATHER SOUND
 3001 EXECUTIVE DRIVE, SUITE 250
 CLEARWATER, FL 33762

15.38 ACRE SARASOTA LAND OPPORTUNITY - MOTIVATED SELLER!!

FOR MORE INFORMATION:
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In 2009 Ross Realty Group, Inc. successfully represented a major national financial institution in the disposition of 49 planned residential lots known as Ashton Pointe on Fielding Lane in Sarasota, Florida.

- **May '09:** Conducted site visit, produced Broker Opinion of Value.
- **June '09:** Produced marketing materials including flyer, e-flyer, Offering Memorandum, and direct mail postcard. Took property to market.
- **July '09:** Marketed property via mail, telephone, and internet. Identified buyer and began negotiations.
- **September '09:** Placed property under contract for 30 day close.
- **October '09:** Managed due-diligence and closing period. Successfully closed sale of property.

Clients Recommended

Ross Realty Lender Services Deliver Results



Ross Realty Group, Inc. announced in December 2009 the sale of the Kelly Hotel located at 326 1st Avenue North in St. Petersburg, Florida. This building is an eight story historic landmark hotel in the heart of Downtown St. Petersburg. The building measures 27,338 square feet and has 65 rooms. The property sold for \$910,000. The buyer was Williams Park Hotel, LLC. Recent renovations to the building provided an updated image while preserving the architectural integrity and historical charm.



Elliott Ross, CCIM and Karin Stewart of The Ross Realty Group, Inc. along with Vector Commercial Real Estate Services, LLC represented the Seller, Stearns Bank, NA. in this transaction



STEARNS
BANK_{N.A.}
We Get The Job Done!

22 S. Links Ave ♦ Sarasota, FL 34236
Phone: (941) 929-9000 ♦ Fax: (941) 951-6189
www.StearnsBank.com

December 17, 2009

Stearns Bank, N. A.
22 S. Links Avenue
Sarasota, FL 34236

To Whom It May Concern:

Ross Realty and Elliott Ross were instrumental in assisting us with the sale of a particularly difficult ORE commercial real estate asset.

Mr. Ross was able to accurately assess the value of our property going into the transaction and was responsive to the bank and to potential purchasers during the sales effort. Marketing was well positioned and effective.

Mr. Ross and his firm went above and beyond normal selling effort and are to be commended for their result oriented selling. Stearns would not hesitate to recommend them and to use them in the future.

Sincerely,

A handwritten signature in black ink, appearing to read "L. Tyson Betty, Jr.".

L. Tyson Betty, Jr.
Vice President
941.328.6883

Ross Realty manages the disposition process to get the most value for special assets!

MANAGEMENT & RECEIVERSHIP

The Ross Realty Group is a recognized leader in property management services throughout the Tampa Bay area. We currently manage more than 1.5-million square feet of office, retail and industrial properties. Preserving and enhancing the value of assets under management is the underlying mission of our property management services, which include:

- A 12-person staff with 65 years combined property management experience
- Ability to take over management on one-day's notice
- Phones answered seven days a week, 24 hours a day by a *Live* person - no voicemail
- Experience, historical market knowledge & hand's-on attention to detail

EXPERIENCE

The Ross Realty Group Lender Representation & Receivership Services are led by Broker/President Elliott Ross, CCIM. Throughout Elliott's 30 years in the commercial real estate industry, he and his team have provided representation or receivership services for the following financial institutions:



Elliott Ross, CCIM

- | | |
|------------------------|--|
| ▪ Bank of America | ▪ First State Bank of Florida |
| ▪ Bank of Tampa | ▪ First Union |
| ▪ Barnett Bank | ▪ M&I Bank |
| ▪ Bay Cities Bank | ▪ Mercantile Bank |
| ▪ Beal Bank | ▪ NationsBank |
| ▪ Beneficial Financial | ▪ Stearns Bank |
| ▪ Colonial Bank | ▪ The Resolution Trust Corporation (RTC) |
| ▪ Fifth Third Bank | |



Frank Boullosa

Elliott's team includes Dennis Bush, ALC Industrial/Land Team Leader and Frank Boullosa, Lender Services.



Dennis Bush, ALC

Dennis Bush is a 25-year veteran of commercial property brokerage & development, specializing in industrial and land transactions. He is a past FGCAR (*Florida Gulfcoast Commercial Association of Realtors*) Pinnacle Award Winner, as well as current President of RLI (*Realtors Land Institute*) Florida Chapter and past winner of the Land Realtor of the Year award.

Frank Boullosa is a 22 year veteran of the financial services industry and leads our lender services efforts, focusing on REO and distressed properties. Frank brings both banking and brokerage experience to Ross Realty, having served as SVP with Wachovia and SouthTrust where he managed the CRE Department for the Tampa Bay area, and later as President and broker for FAB Properties.