

## G. ROSS RELLER

SENIOR ADVISOR

Details Matter.™



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### PROFESSIONAL EXPERIENCE

Ross' specialty is providing counsel and pre-development services to buyers and sellers of raw ground and improved properties where land value may exceed value of improvements. Ross has fifteen years of commercial real estate experience in central Indiana working with end-users and developers on site assemblage and acquisition requirements.

Ross has also provided confidential disposition services to numerous financial institutions, team coordination and leadership on numerous site assemblage and reuse projects involving engineers, attorneys, land planners, and municipal approval officials and confidential counsel to financial institutions on difficult to appraise and path of progress parcels. Ross has extensive experience with design/build construction, highest and best use analysis including tax increment financing, floodway mitigation, rezoning, brownfield development, adaptive reuse, and building relocations and works to maximize the highest and best economic use of land in harmony with neighboring land uses. Each year he participates in top tier of highest gross dollar value land sale transactions in central Indiana.

### EDUCATION

- Bachelor of Arts - Earlham College - Richmond, IN - 1980

### PROFESSIONAL SPECIALIZATIONS

- Land Acquisition & Disposition
- Site Selection
- Pre-Development Services

### PROFESSIONAL AWARDS / ACHIEVEMENT

As this broker's specialty area implies, Reller has been a trail blazer. Seeing development opportunities overlooked or avoided by others, Reller has assisted his clients in maximizing

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their return on land investments, identification of opportunity-priced parcels, or mitigating their losses by seizing immediate sale opportunities. Among Reller's project management and pre-development services:

- A 27-acre Auto Park in Carmel, Indiana
- Assemblage of 5 parcels, brownfield mitigation, and house relocation for a 25-acre Interstate 65 Travel Center
- Assemblage of 750-acre Industrial Park for public development company
- Disposition of over 1,000 acres for financial institutions and corporations
- Site selection for residential developers
- Site Selection for numerous restaurants, offices, and national retailers

### PROFESSIONAL ACHIEVEMENTS/ AFFILIATIONS

- Indiana Real Estate Broker License
- Indiana Commercial Board of Realtors (ICBR) - Charter Secretary 1993 (Founding Chairman)
- Metropolitan Indianapolis Board of Realtors - Chairman, 1990
- Board of Visitors Earlham College - Member, 1987 - 1993
- Traders Point Christian Academy - President, Parent Teacher Fellowship, 1997 - 1999
- George F. Bloom Symposium - Participant, 1996 - 2002
- Traders Point Christian Academy School Board, 2001 - Present
- Indiana Association of Realtors Forms Committee - 2003

### PROFESSIONAL HISTORY

- *Meridian Real Estate*  
Vice President, Land Brokerage  
October 1995 - March 2009
- *Duke Realty Investments*  
Leasing & Design Building  
Representative Indiana Industrial Group  
October 1993 - September 1995
- *Revel Companies, Inc.*  
Director, Land Brokerage  
January 1982 - December 1987

### PARTIAL LIST OF MAJOR EXPERIENCE

<i>Client</i>	<i>Size</i>
East 96th Auto Park	\$5 Million
Lebanon Business Park Site Assemblage	750 Acres
Faris Building Site Assemblage (Downtown)	\$3.5 Million
Chrysler Realty Corporation Site Selection	\$1.2 Million
Flying J Travel Centers Site Assemblage	\$2 Million