



FRONTSTREET

COMMERCIAL REAL ESTATE GROUP



INVESTED

COMMUNITY
CLIENTS
REAL ESTATE

We are **INVESTED...**

IN OUR COMMUNITY... Through our **Front Street Invested** program we are dedicated to making a difference in our community. On behalf of our clients we give 10% of all brokerage revenue to non-profit agencies partnered with the United Way of North Central Florida. Additionally, we perform a Day of Service for the agency receiving each donation.

IN OUR CLIENTS... We are dedicated to offering our clients the best possible customer service. The leadership of Front Street has decades of commercial real estate experience throughout Florida. We are specialized, experienced, and connected.

IN REAL ESTATE... We have experience beyond brokerage. We own. We develop. We manage. We understand commercial real estate as an owner – not just as a service provider.

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What does Front Street Do?

COMMERCIAL REAL ESTATE

Who are Front Street's Clients?

- ✓ Owners of commercial real estate
- ✓ Owners of businesses

What makes Front Street unique?

- ✓ Specialized
- ✓ Experienced
- ✓ Connected
- ✓ Superior underwriting and marketing



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Investment
Sales



Leasing



Management



Financing



Front Street is a full service commercial real estate firm offering it's clients the following services; Investment Sales, Leasing, Management and Financing. Front Street's management team has decades of experience in all aspects of commercial real estate. Put our experience to work for you.

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Nick Banks, Managing Director

Nick founded Front Street in 2002 and has over 16 years of experience in commercial real estate. Nick has personally developed and acquired nearly 200,000 square feet of commercial property. Prior to Front Street, Nick was the Director of Finance and Dispositions for Stiles Corporation in Fort Lauderdale where he financed and sold over \$500M in commercial real estate. Before joining Stiles, Nick was an Associate Director at GE Capital Real Estate where he provided \$200M in financing for commercial real estate throughout Florida.

Nick is a graduate of the University of Florida with a degree in Finance and a concentration in Real Estate. He is a member of the International Council of Shopping Centers and serves on the United Way of North Central Florida's Campaign Cabinet.

Steve Mench, Director of Capital Markets

Steve has twenty four years of experience in commercial real estate and has completed nearly \$750 million in both debt and equity transactions throughout his career. Prior to joining Front Street, Steve was a Vice President with Grandbridge Real Estate Capital in Ft. Lauderdale and Orlando. Prior to Grandbridge he was a Production Associate with The Northwestern Mutual Life Insurance Company. Steve brings various perspectives from many different types of institutional capital sources for all types of commercial real estate.

Steve is a graduate of the University of Florida where he obtained a Master of Science in Real Estate as well as a Law Degree. He is a member of the UF Real Estate Advisory Board, a member of the International Council of Shopping Centers, the Florida Bar and he is a CCIM designee.





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ALACHUA DEVELOPMENT COMPANY

"I dealt with Nick on what turned out to be a complex transaction concerning a sale to a large institution. I found Nick's perspective as an owner and developer of real estate extremely helpful in navigating the deal. He was able to bring both sides together to a successful conclusion in a difficult market through his hard work, persistence and knowledge of the market."

Marv Smollar, President



"I would like to recommend Nick Banks of Front Street Realty Group. Nick recently secured a tenant for a professional office space that we owned and negotiated a fair lease for both the tenant and myself in a difficult rental market. I found Nick to be knowledgeable, professional, and efficient. I would recommend Nick for any property management or leasing needs that you may have."

Barry Bullard, President

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ProActive
TAX STRATEGIST

"I was not looking to relocate my office, but Nick came across a property that he knew would be perfect for me. And was he RIGHT!!! He suggested I look at the property to see if I had any interest. Within 30 days I had moved into the new property and my rental expenses dropped \$2,200 a month. He negotiated the lease for me and the rest is history. Great job and professionalism at the highest level. Thanks Nick."

Pam Burns, CPA, Owner



"When renewing a lease there are so many terms, conditions, and factors to consider – it can be difficult to know if you are making the right decision. So, we sought the assistance of a commercial real estate professional. Nick Banks of Front Street Realty made the leasing process simple, easy, and hassle free. He was professional, knowledgeable, and very diligent in his approach. He has a profound understanding of both commercial real estate and customer service. We are extremely happy with his services and highly recommend him to anyone looking for a quality real estate professional. Thanks Nick."

Dan and Tara Griffin, Owners

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CONTACT INFORMATION

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