



### Gary P. Sauerborn

Senior Vice President  
NAI James E. Hanson  
o 201 488 5800 x141  
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### Career Summary

Gary has worked in commercial since 1987 and has over 30 years of experience in the real estate industry. He is active in the retail land development and industrial areas of commercial real estate. His dedication to representing the goals of his corporate clients is evidenced by his multiple assignments which include BP North America Inc, Dean Oil, Recall Information Systems, Walgreens, TD Bank, Chase Bank and 7-Eleven.

Gary's ability to identify less than obvious locations creates additional options for his clients, thereby delivering unique solutions and the most viable sites. His in-depth knowledge of the development process, integrity and direct approach to doing business, are the reasons his clients continue to demand his services.

### Education

- City College of New York

### Professional Affiliations and Designations

ICSC - International Council of Shopping Centers

Liberty Board of Realtors

NAI Retail Council

ULI - Urban Land Institute

2012 Ranked with Top Brokers within the Company

2011 Ranked in Top Five Brokers within the Company

2009 Ranked in Top Five Brokers within the Company

2009 Top Salesperson of the Second Quarter

2007 Ranked in Top Five Brokers within the Company

2006 Ranked in Top Five Brokers within the Company

2006 Outstanding Transaction of the Year

2005 Ranked in Top Five Brokers within the Company

### Gary P. Sauerborn Professional Affiliations and Designations continued

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2005 Outstanding Transaction of the Year  
2004 Top Salesperson of the 1st and 4th Quarters  
2002 Broker of the Year  
2001 Top Salesperson of the Quarter  
2001 Outstanding Transaction Award  
1998 Top Salesperson of the Quarter  
1998 Top Transaction with NAI Hanson  
1996 Top Salesperson of the Quarter  
1995 Top Salesperson of the Quarter

### Significant Transactions

#### Sold

- 209,000 SF Warehouse, Teterboro, NJ
- 124,000 SF SG Footwear Corporate Office
- 113,000 SF Kessler Properties
- 84,000 SF SG Footwear Warehouse
- 35,000 SF Vivitone Chemical
- 17,000 SF Little Ferry CVS
- 3,000 SF LukOil, Bogota, NJ
- 14 Acres Air Products & Chemical, Wharton, NJ
- 7 Locations Dean Oil, Wayne, NJ
- Dean Tires & Gas, 4 locations sold to Strauss Auto

#### Leased

- 220,000 SF Recall Info. Systems Inc
- 129,000 SF Costco Whole Club, Yonkers, NY
- 85,000 SF Wal-Mart, North Brunswick, NJ
- 70,000 SF Cambria Mack Truck
- 65,806 SF Cambria Mack Truck- Renewal
- 16,000 SF Air Liquide
- 13,900 SF Four locations Walgreens Drugstore
- 3,235 SF Retail - 1065 Bloomfield Ave., Clifton, NJ