

www.GallelliRE.com
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GALLELLI REAL ESTATE

Office Team
The Osborne Group





Culture. Tradition. Relationships.



Gary Gallelli

CEO

ABOUT

Gary is a second generation real estate professional with over 30 years of commercial real estate experience. He began his brokerage career with Grubb & Ellis in 1993 and by his second year, earned the title of Overall Top Producer. In 1995, Gary, along with his family, started their own brokerage firm which was later sold to Colliers International in September, 1997. Over the course of his career at Grubb & Ellis, Colliers International and Voit Real Estate Services, Gary was consistently in the top two highest producing agents in the firm. In 2005, Gary was the Overall Top Producing agent for Colliers International nationally.

During the start of his career, Gary has assisted banks in the disposition of their real estate assets. He was successful in selling a high percentage of the distressed commercial assets in the Sacramento region. Toward the end of the 1990s and through the early 2000s, Gary was instrumental in identifying and acquiring turn around properties for his clients which led to him being asked to join the partnership structure and provide the presentation packaging for the equity and financing sources to fund the acquisition. It was this aspect that allows Gary to bring a unique perspective to the brokerage world as he has, as an owner and partner, been responsible for overseeing the entitlement of both single family, multifamily, retail, office and industrial projects from raw land to approved tentative map. In addition as an owner and partner, he has overseen the rehab and subsequent re-tenanting of apartments, retail and office complexes over his career. It is this understanding that has been instrumental in his success as one of the premier investment agents in the west coast. He has sold over 10,000 apartment units, millions of square feet retail, office and industrial properties as well as thousands of acres of both entitled and unentitled land.

In 2014, Gary Gallelli left Voit Real Estate and started Gallelli Real Estate. He has successfully recruited the top talent in the industry as Managing Director and continues to be a top investment producer across the region. Gary has been awarded the Apartment and or the Investment Broker of the Year 7 times from the Sacramento Region Association of Commercial Real Estate (ACRE). Gary and his team have sold well over \$5 billion dollars of commercial real estate over the course of his career.

ACHIEVEMENTS

ACRE Investment Broker of the Year	2005, 2011, 2012, 2013, 2015, 2019
ACRE Apartment Broker of the Year	2001
Voit Sacramento Overall Top Producer	2010, 2011
Colliers International Sacramento Top Investment Producer	1997, 1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009
Colliers International Sacramento Overall Top Producer	1997, 2000, 2002, 2005
Colliers International US Overall Top Producer	2005
Grubb & Ellis Sacramento Overall Top Producer	1994

EDUCATION

California State University, Sacramento
Business Finance
Bachelor of Science



Robb Osborne

Executive Vice President

ABOUT

Robb Osborne began his career as an Investment Counselor and Sales Manager in the Silicon Valley where he controlled asset portfolios for Fortune 500 companies world-wide. As a South Placer County native, he returned home and began working as a commercial real estate agent at TRI Commercial Real Estate. In 2005, during his first full year in the business, Osborne earned the great honor of Sacramento Association of Commercial Real Estate “Rookie of the Year” and TRI Commercial “Top Producer” award.

In 2010, Osborne accepted a position at Voit Real Estate Services as lead office agent where he grew his group to include two additional agents: Cole Sweatt, Vice President and Brandon Sessions, Vice President. The group successfully became one of the highest earning commercial real estate groups in the region. In 2015, the Osborne Group moved operations back to TRI Commercial Real Estate as part of a collaborative effort to launch new branding initiatives.

To continue with their growth, the Osborne Group made the move over to Gallelli Real Estate in 2021, expanding on their services and success. Osborne’s lengthy credentials and enthusiasm for regional success compliments the skillset of the other professionals on his group. In 2020 the Osborne Group had 23 sale transactions and 41 lease transactions, valued at over \$42 million of transactions / 290,000 SF of real estate. Robb is proud to be a member of the Sacramento Association of Commercial Real Estate and a “Top Five Broker of the Year” nominee from 2011 – 2019.

EDUCATION

San Diego State University
Business Administration
Bachelor of Science

ACHIEVEMENTS

Finalist ACRE Broker of the Year	2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019
Finalist “Top 40 under 40” Sac Business Journal	2011, 2012, 2013, 2014
Voit Real Estate Services Top Producer	2011, 2012, 2013, 2014
TRI Commercial Top Producer	2005, 2006, 2007, 2008, 2009, 2010, 2015, 2016, 2017, 2018, 2019, 2020
TRI Commercial #1 In Company	2018, 2019, 2020

Partial Client Lists

Landlord Representation

990 Reserve Drive, LLC
CIII
CIRE Partners, LLC
Fit Development
Genworth
Granite Bay Investment Group, LLC
Mark III Developers
Oates Investments/Cable & Kilpatrick
STG Group
Trigild
Tri Counties Bank
VANIR Development Company, Inc.
Wells Fargo N.A.

Tenant Representation

Asset Preservation
Augustine Ideas
Blast Media
Community Psychiatry
Green Acres Nursery
Keller Williams
LTC Consulting
Scott & Baldwin CPAs
Umpqua Bank
The Rice Group

Notable Listing Assignments

South Placer Business Park ±210,000 SF
Rocklin Professional Building ±95,000 SF
Lincoln Gateway ±75,000 SF
Natomas Professional Center ±80,000 SF
Placer Corporate Center ±65,000 SF
990 Reserve Drive ±54,000 SF
568 Sunrise Avenue ±48,000 SF
Cameron Park Office Plaza ±30,000 SF

Notable Client Assignments

990 Reserve Drive, LLC ±90,000 SF
CA Ripped Fitness ±62,000 SF
Green Acres Nursery ±55,000 SF
Blake & Baird, LLC ±14,000 SF
The Rice Group ±12,000 SF
Rocklin Ranch Veterinary ±12,000 SF



Brandon Sessions

Senior Vice President

ABOUT

Brandon Sessions has over 10 years' experience in commercial real estate, specializing in medical and general office leasing, tenant representation, owner-user sales, investment acquisition, and condominium development in the greater Sacramento area.

Sessions joined the Osborne Group in 2012 and has quickly become an expert and leader in commercial real estate. Brandon successfully manages a client portfolio including several small business owners, dentists, surgical centers, and regional developers. Regardless of the scope of work, or size of the deal, Brandon provides the highest level of attention to all clients and partners.

Prior to entering the commercial real estate field, Sessions owned and operated his own company for eleven years. In addition to managing his own business, Sessions also worked as a full-time paramedic for over five years in the greater Sacramento area. His experience working with the area's hospitals, nursing homes, private medical offices, radiology centers and surgical centers has given Sessions a great understanding of medical users' real estate needs.

Sessions has earned several achievements and accolades during his term in Commercial Real Estate including, ACRE Rookie of the Year nominee in 2017, ACRE Next Generation nominee in 2019 and 2020, and TRI Commercial Top Producer from 2017 – 2020. He attributes his success to his ongoing commitment to provide excellent customer service and ability to focus on his clients' needs.

ACHIEVEMENTS

TRI Commercial Top Producer	2017, 2018, 2019, 2020
ACRE Next Gen Office - Nominee	2019, 2020
ACRE Rookie of the Year - Nominee	2017
Voit Real Estate Services Grinder Award	2013, 2014

Partial Client Lists

Landlord/Seller Representation

STG Group
Fit Development
Gram Properties, LLC
Wells Construction
M2 Investments, LLC

Tenant/Buyer Representation

Dr. Chou Wu
Dr. Davinder Dhillon
Dr. Harpreet Randhawa
Dr. Monte Smith
Live Oak Bank
Pacific Data Integrators
The Daily Crave
BTS & BVW Investments, LP

Notable Listing Assignments

South Placer Business Park ±210,000 SF
Rocklin Professional Building ±95,000 SF
Lincoln Gateway ±75,000 SF
Natomas Professional Center ±80,000 SF
Placer Corporate Center ±65,000 SF

EDUCATION

California State University, Sacramento
Business Administration
Bachelor of Science



Kannon Kuhn

Associate

ABOUT

Kannon Kuhn graduated from Chapman University in 2018, where he studied Business Administration and was the captain of the Men's soccer team. Kannon went on to work for a retail brokerage team at CBRE, after serving multiple internships with the company throughout college.

In the summer of 2019, Kannon transferred to TRI Commercial, now focusing on office brokerage. As a young member of the Osborne Group, Kannon assists with listings, represents tenants and users, and helps with gathering market research while handling both lease and sales transactions. Born into a real estate family in Placer county, Kuhn is knowledgeable with the local real estate market.

Highly motivated and a with a lifetime of leadership experience as a student athlete, Kannon is eager is to add value to our clients. His love of real estate with his professional dedication to clients makes him a valuable asset.

EDUCATION

Chapman University
Business Administration
Bachelor of Science

ACHIEVEMENTS

Gallelli Real Estate Career Best

2022

Office Team Profiles



SARAH SANDERS
Vice President of Operations

Sarah Sanders has over 23 years in marketing and advertising experience. She joined Robb Osborne in 2005 working as a Marketing Specialist. She project manages the day-to-day operations of the team to offer clients a seamless experience and enhance overall business.

Prior to joining the Osborne Team, Sarah worked in the health care industry in San Francisco, where she supported a multi-functional team with product positioning and new product launch strategies. Sarah's primary role with the Osborne Group is to provide essential transactional assistance to the team through collaboration with clients, partners and vendors. She also manages all team marketing and advertising initiatives to promote new business and increase market visibility. From inception to adulthood, she maintains client relationships by coordinating feasibility meetings, supplying up-to-date market research, property valuations, contract preparation and final transaction completion.



LAUREN BORG
Marketing Specialist

Lauren joined Gallelli Real Estate in 2018 as a Marketing Specialist. Graduating from Sonoma State University in 2011, she received her Bachelors of Science in Biology. Lauren began her marketing career in 2012, managing the sales and marketing for a local insurance company. In 2017 she made the jump to the commercial real estate industry. Since joining Gallelli, Lauren is responsible for assisting with all marketing strategies such as creating property packages, company branding, email campaigns, website design and social media initiatives.



KARSEN KEHLET
Marketing Specialist

Karsen joined the Gallelli Real Estate team in 2022. She received her Bachelors of Science in Emerging Media and Digital Arts from Southern Oregon University in the winter of 2019. From there she has worked as a designer in the marketing department in the corporate housing industry before her transition to commercial real estate. Karsen assists with the production of marketing materials from property packages to email campaigns.

About Us

The Osborne Group is a leading provider of commercial real estate services to office users, owners and developers within the greater Sacramento Area. With 45 years of combined experience in the Northern California real estate market, we have gained expansive records and industry accolades. Our team has proven resilient and stayed in front of the trends with an impressive deal sheet. We pride ourselves in partnering with organizations that promote the same success philosophies.

Our mission is to provide exceptional service to our clients and business partners through experience, market knowledge and dedication to detail. We offer entrepreneurial insights and economic-driven solutions. Our network of top vendor resources includes lenders, contractors, architects and financial specialists, which allows us to provide our clients a single source for all commercial real estate needs. The Osborne Group is committed to delivering ongoing support even after the deal is completed.

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CIRE Partners, LLC
Fit Development
Genworth
Granite Bay Investment Group, LLC
Mark III Developers
Oates Investments/Cable & Kilpatrick
STG Group
Trigild
Tri Counties Bank
VANIR Development Company, Inc.
Wells Fargo N.A.

Tenant Representation

Asset Preservation
Augustine Ideas
Battery Systems
Blast Media
Community Psychiatry
Cresleigh Homes
Davis Law Firm
Dr. Chou Wu
Dr. Davinder Dhillon
Dr. Harpreet Randhawa
Dr. Monte Smith
Dr. Venu Kondle
Dragus Brewery
Global Management Search
Green Acres Nursery
Keller Williams
Live Oak Bank
LTC Consulting
Network Solutions
Pacific Data Integrators
Patriot Benefits
Scott & Baldwin CPAs
The Daily Crave
The Rice Group
Umpqua Bank
US Senior Vets
US Tax Lien Association
Zoom Newspaper

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Gallelli Real Estate
3005 Douglas Blvd #200
Roseville, CA 95661
P 916 784 2700
F 916 774 9384

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