



**John N. Lauriello, CCIM, CPM, SIOR**

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### **Education**

Jefferson State, Birmingham

University of Alabama, Birmingham

### **Commercial Transaction History (1977-2017)**

\$450,000,000 in Gross Sales and Leasing Volume

\$250,000,000 in Gross Development Volume

### **Accreditations / Awards**

- CCIM, CPM, SIOR Designations
- Commercial Realtor of the Year (State of Alabama)
- Commercial Realtor of the Year (Birmingham)
- Lifetime Member, Birmingham Board of Realtors, Million Dollar Sales Club
- Top Producer Sales & Leasing, (2006)
- Top Producer Development, (2002, 2005, 2011)
- Top 10 Producer, Sales & Leasing for over 30 years
- NAIOP Office Deal of the Year (2006)
- Birmingham Business Journal Deal of the Year (7 time winner)
- Several Historic Preservation Awards (8 time winner)
- BBJ "50" Most Influential Executives (7 time winner)
- BBJ Top 30 Executives of Influence (2015)
- Small Business Executive of the Year (3 time winner)

### **Board Member/Past & Present**

- Board of Trustees, Birmingham Business Alliance
- Executive Board, Better Business Bureau
- Executive Board, YMCA
- Executive Board, Operation New Birmingham
- Advisory Board Children's Harbor
- Auburn Center for Architecture & Urban Studies

### **Specialties**

- Tenant Representation (office)
- Investment Sales and Partnerships
- Build to Suit
- Development and Redevelopment
- Special Assets/Bankruptcy
- Historic Renovation/Adaptive Reuse
  - Saved over 50 historic properties in Downtown, Southside, Forest Park and Redmont areas
  - 30 Commercial Buildings, 8 Apartment Properties and 12 Historic Homes



### **Partial Client List**

- ADT
- Baptist Health Systems
- Birmingham Bar Association
- Birmingham Business Alliance
- Bojangles'
- Burr Forman, LLP
- Central Parking
- Chapter 13/Sims Crawford
- Children's Hospital
- Colonial Properties
- General Electric Credit
- Hare, Wynn, Newell & Newton
- Kassouf & Company
- Legacy Federal Credit Union
- Leitman, Siegal & Payne, PC
- Lightfoot, Franklin & White, LLC
- McDonald's
- Najjar Denaburg, PC
- Pizitz Management Group
- Porter White & Company
- Regions/AmSouth
- Royal Bank of Canada
- ServisFirst Bank
- Smith, Spires & Peddy
- Starwood Capital
- Synovis (First Commercial)
- University of Alabama in Birmingham
- Urology Center of Alabama
- US Bankruptcy Court (Northern Division)
- Wallace, Jordan, Ratliff & Brandt
- Wells Fargo
- Wettermark Keith, LLC
- Whatley Kallas, LLC
- White, Arnold & Dowd, PC
- Wiggins, Childs, Pantazis, Fisher & Goldfarb