



Steve Flanagan | Senior Advisor | Designated Broker

Steve Flanagan opened the first Land Advisors Organization office in Florida in January 2009. He brings a consultative, value-added approach to advisory services, concentrating on the acquisition and sale of large-scale land assets ranging from subdivisions to master planned residential and mixed-use developments and has been responsible for over \$270 million in closed land transactions.

Since beginning his career in 1967 with Aetna Realty Investors, Steve has developed strong expertise in real estate finance, negotiating equity investments and joint ventures, managing corporate and real estate loan workouts, and liquidating assets in a timely and effective manner. A corporate real estate restructuring assignment with Drexel Burnham Lambert Realty brought Steve to Central Florida in 1980, where he has lived and worked ever since.

In 1990, following a 10-year career in multifamily development, Steve began advising large, high-profile clients such as Colonial Properties Trust, Trizec-Hahn, Citicorp Real Estate and the FDIC on the acquisition, entitlement and disposition of significant land assets in Florida. He built a productive brokerage practice with The Galbreath Company, Grubb & Ellis and Charles Wayne Properties.

Successful assignments include representing Colonial Properties Trust in the assemblage and entitlement of 245 acres that became the Colonial Town Park mixed-use development in Lake Mary; representing D.R. Horton in the assemblage, acquisition and entitlement of 2,000 acres for the 3,600-home Waterleigh Village in the Horizon West sector of Orange County; and advising Orlando NTC Partners in its successful bid for redevelopment of the 923-acre Orlando Naval Training Center, which became Baldwin Park.

He was senior vice president of acquisitions and development at Crosland-Florida from 2004 thru 2008, where he was responsible for acquiring more than 1,400 acres of land valued at approximately \$44 million, and obtaining entitlements for 3,900 residential units and 475,000 square feet of retail/commercial space.

He is professionally affiliated with the Greater Orlando Builders Association, where he is a former director, a founder and past chair of its developers' council, and director emeritus of its political action committee. Steve is also an Urban Land Institute (ULI) member, and served on the ULI Central Florida District Council Management Committee and the Governance Committee. He has been a director of the Association of Florida Community Developers and is a founding director of the Central Florida Commercial Real Estate Society. He served on the City of Winter Park Economic Development Advisory Board.

Steve was a finance major at Husson College in Bangor, Maine, where he graduated in 1967 with a B.S. in Business Administration. He attended graduate school at the University of Hartford in Hartford, Connecticut, where he pursued an emphasis in Economics and Finance.