



Jerry Fiume, SIOR, CCIM

Managing Director

Specialties: Investment, Land Development, Office, Industrial Sales and Leasing, and Hospitality.

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Scope of Service Experience:

- Experienced in all areas of the commercial and residential real estate business including but not limited to investment, sales, leasing, development, office, apartment, hotels, and property management.
- Clients worked with include Hilton Hotels, Intercontinental Hotels Group, Riley Hotel Group, USDA Milk Marketing, Stow Municipal Court, Summa Healthcare, Fischer Titus Medical Center, NVR Ryan Homes, Redwood Distinctive Living, Sabal Financial Group, CF Bank, Pulte Homes, Northwest Savings Bank, Kentucky Fried Chicken, and Valley Storage:
- Instrumental in having land approved for development in a variety of cities in Northeast Ohio.
- Instrumental in construction budgeting and bidding a variety of projects, including commercial and multi-family residential projects.
- Instrumental in the sale and leasing of commercial and residential properties.

Background and Experience:

- Founded SVN Summit Commercial Real Estate Group, LLC in 2016.
- Partner, Senior Account Executive NAI Cummins Real Estate 2009 - 2016.
- Founding Partner, Pride One Real Estate, Inc. 1992 - 2010:
 - Project experience includes commercial development, construction of office industrial and various buildings, restaurants, hotels, construction and management of storage units, residential lot development and new home construction, apartment development, construction and property management, assisted living facilities and HUD assisted housing.
 - Primarily accountable for the sales and marketing of over 100 different commercial and residential projects.
 - Accountable for project approvals throughout a variety of cities in Northeast Ohio.
 - Accountable for negotiating loan structure and terms with a variety of lending institutions including banks and insurance companies.
 - Accountable for managing commercial and residential properties within our portfolio.
 - Instrumental in setting up an employee stock option plan on behalf of 40 employees.
- Commercial Real Estate Appraiser - 1992 to 1996:
 - Kocinski & Bowen Appraisal Services, Inc. was a commercial real estate appraisal firm. Responsibilities included appraising a variety of property types from residential subdivisions and apartments to industrial and office buildings.

- President, Summit Reprographic Service, Inc. - 1991 to 1992:
 - Vice-President, Summit Reprographic Service, Inc. - 1985 to 1991
 - Sales Representative, Summit Reprographic Services, Inc. 1981 - 1985
 - Made general business decisions at Summit Reprographic Service, Inc. which included such items as managing non-sales personnel totaling 30; researching what products to distribute; establishing inventory levels; determining purchasing volumes for approximately twenty various product lines; and establishing a business plan.
 - Managed a sales force that was recognized by Xerox Engineering Systems Division as being first in the United States (from approximately 200 dealers) in media sales for 1990. Increased 8% in 1991.

Education:

- M.B.A., Real Estate Finance, Cleveland State University - 1995.
- B.S., Real Estate Finance and Marketing, The University of Akron - 1986.

Professional Affiliations & Designations:

- Member, SVN Self Storage Council – 2017 – Present.
- Member, SVN Hospitality Council – 2016 – Present.
- Member, Medina County Economic Development Corporation - 2011 - Present.
- Society of Industrial and Office Realtors (SIOR) - 2014 - Present.
- Commercial Real Estate Women Network (CREW) 2015 - Present.
- Certified Commercial Investment Member (CCIM) - 2011 - Present.
- National Association & Ohio Association of Realtors - 2009 - Present.
- Member, Sales and Marketing Executives Association - 2004 - 2008.
- State Certified Commercial Real Estate Appraiser - 1993 - 2003.
- Member of Xerox Dealer Council - 1989 - 1991. Was one of twelve members (from approximately 200 dealers) who participated in product development and other policy issues for Xerox Engineering Systems Division.

Community Affiliations & Designations:

- Board Member of Truly Reaching You 2015 - Present.
- Board Member of Cuyahoga Falls Black Tiger Gridiron Club - 2004 – Present.
- Alumnus Leadership Akron - 2015.
- Member of Heart to Heart Leadership Connection Group - 2002 - 2012.
- Board Member of Leadership Medina County - 2006 - 2011.
- Alumnus Leadership Medina County - 2002.
- Parishioner St. Hilary Parish.

Summit Commercial Real Estate Group

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Significant Transactions:

- **Maplecrest Golf Course (February 2018):**
Represented the Seller in the Sale of the 127.16 acre Golf Course located in Brimfield, Ohio for \$3,400,000
- **Stark State College Land (November 2017):**
Represented the Seller in the sale of this 2.1228 Acres of Land located in Akron, Ohio that sold for \$660,000
- **SI Self Storage (November 2016):**
Represented the Seller in this 39,528 SQ. FT. 188-unit storage unit complex in Barberton, Ohio that sold for \$1,000,000.
- **Tru by Hilton (July 2016):**
Represented Latitude Management in the purchase of 2.75 acre site located in Dublin, Ohio for \$750,000.
- **Kindercare (May 2016):**
Represented the Buyer in the \$2,900,000 sale and long term NNN lease transaction of Kindercare located at 3330 Medina Rd. in Medina, Ohio.
- **3712 Commerce Drive (March 2016):**
Represented the Seller in the sale of a 30,000 SQ. FT. mixed use flex building in Copley, Ohio for \$1,450,000.
- **925 Grant Street (February 2016):**
Represented Seller in the sale of a 39,780 SQ. FT. warehouse in Akron, Ohio for \$1,525,000.
- **Gateway Self Storage (January 2016):**
Facilitated the \$3,800,000 investment sale of the Gateway Self Storage Complex in Medina, Ohio representing both the Seller and the Buyer.
- **Prime Self Storage (December 2015):**
Represented Buyer and Seller in the sale of a 230 unit self-storage facility in Grafton, Ohio for \$869,000.
- **Mogadore Country Club (July 2015):**
Facilitated the sale of the 112 acre former country club for \$750,000 to be redeveloped by the Testa Companies for a mixed use plan residential retail project in Mogadore, Ohio.
- **Sharon Stairs Industrial Building (May 2015):**

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Represented the Seller G & C Enterprises, Inc. with the sale of the former 71,162 SQ. FT. Sharon Stairs Building in Medina, Ohio for \$1,390,000.

- Chapel Hill Business Center (April 2015):

Represented the Seller Moe Drive, LLC with the sale of Chapel Hill Business Center, a 92 unit storage facility, 122,270 SQ. FT. located in Akron, Ohio for \$3,500,000 with a total of \$389,444 NOI.

- Hilton Home2 Suites (April 2015):

Represented the Seller and the Buyer in the sale of a 3.02 acre site located in Stow, Ohio for \$521,800 which will become a Hilton Home2 Suites.

- Redwood Distinctive Living (August 2014):

Facilitated the \$1,002,000 sale of a 27.97 acre site in Wadsworth, Ohio for the development of The Retreat at Stonecrest which will consist of 142 single story apartment units.

- Fairfield Inn & Suites (June 2014):

Represented the Buyer and the Seller in the \$800,000 sale of a 1.99 acre site in Stow, Ohio for the construction of the Fairfield Inn & Suites.

- Turner's Mill (March 2014):

Represented the Buyer and the Seller in the \$2,180,000 sale of the historic Turner's Mill mixed use office/restaurant facility in Hudson, Ohio.

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