

The LRS Team



Joe Linsalata, LRS Founder / Owner / Broker
Specializing in Self-storage Facilities and Shopping Centers

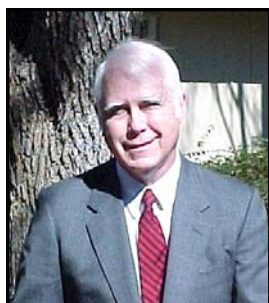
With over two decades of experience in commercial real estate, Joe Linsalata's active brokerage of commercial properties in sales of income-producing, leasing, and property management supplies the expertise and knowledge to get almost any transaction completed to your satisfaction. He specialized in commercial leasing, mostly retail, with the JB Goodwin Company (1987-89) and with O'Connor Properties (1989-94.) He also performed property management with O'Connor Properties. After founding Linsalata Realty Services in 1995, in

1996, Joe achieved a long time goal of successfully specializing in the brokerage of income producing properties. He bases his success on hard work, dedication, and integrity. His results speak for themselves; for example, since founding LRS, Joe has brokered 105 commercial sales, including retail, self storage, and general commercial facilities. In self storage facilities transactions alone, Joe has brokered \$97.5 million—\$76.5 million of them since 2006.

Joe is a proactive Realtor; he held the post of chairman of the Commercial Investment Division of the Austin Board of Realtors in 1998. In 2000, he co-founded the Central Texas Commercial Brokers, which later grew into CTCAR (Central Texas Commercial Association of Realtors,) for which he served on the board for six years. As a pioneer in the use of electronic marketing to reach national audiences and an early adopter of real estate field technology, Joe made LRS one of the first users with one of the first listings on LoopNet, which is now the worldwide industry standard for commercial online listings. LRS is a premium member of LoopNet. Joe assures that Linsalata Realty Services associates have the tools to handle any assignment and to give our clients maximum exposure for their properties.

Professional Affiliations:

- Central Texas Commercial Association of Realtors (2009 President)
- Texas Self Storage Association (TSSA,) 2011 membership committee, & Austin luncheon Coordinator 2011 TSSA Convention Roundtable Leader: "How to Determine Storage Facility Value from Financial Reports"
- Commercial Investment Division of Texas Association of Realtors
- Texas Association of Realtors
- South Texas Commercial Association of Realtors
- National Board of Realtors



Art Lish, Broker, Commercial Sales

Arthur F. (Art) Lish brings over 30 years of Real Estate Brokerage & Development experience to Linsalata Realty Services. Following his military service, he worked six years as the Director of City Planning and Building Inspection for the City of Odessa, Texas. Art became the General Manager and partner in the Eidson Wasson, Realtors, later called the Eidson Wasson Lish, Realtors. The firm, a leader in both residential and commercial real estate sales, also engaged in Real Estate syndication, development and property management.

In 1985, Art moved to Austin to build the 180 acre Oriens Business Park. He managed the project from conception through substantial completion and the first sale of lots. While working for several local and national brokerage firms as well as working as an independent broker, Art has been involved in sales of \$30,000,000 and has represented clients ranging from "Mom and Pop" to National.

Education: B. S., Civil Engineering, Vanderbilt University; Business Management Graduate, U. S. Navy Supply Corps School

Professional Affiliations: Central Texas Commercial Association of Realtors, Realtor's Commercial Alliance, Texas Association of Realtors, National Association of Realtors

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Paula Martinez, Marketing Coordinator / Assistant



Paula has worked in the real estate field since 1997 and for LRS since 2006. LRS clients benefit from her experience in real estate office management, accounting management, and marketing. She assists the LRS team with every aspect of their property listing and selling processes. She focuses on marketing materials, and prepares offers and does proformas and rent roll as well. Paula is a Native Texan and fifteen year Austin resident.

Marcie White, Marketing Assistant



Marcie, who has lived in Austin since 1999, brings to LRS five year's experience in commercial real estate—in title and private investments, as well as consultant work with broker start-ups. Using her computer skills, experience, and LRS's cutting edge technology, she does research and advertises commercial property for Linsalata Realty Services' clients. Marcie prepares property briefs and offers, pulls demographics, does proformas, mapping, & marketing, updates the LRS website, and updates Internet Advertising sites for LRS properties.

Education: B. S., Liberal Arts, Texas State University

Professional Affiliations: Central Texas Commercial Association of Realtors (Marketing Committee)

Conery Calhoon, Administrative Assistant



Conery brings enthusiasm and dedicated support to Linsalata Realty Services' clients as our administrative assistant, calling on her seven years' experience as owner and operator of her own biomedical illustrating business, C Calhoon Illustration. Conery uses her computer expertise and LRS's broad range of commercial real estate technology tools to assist in the development of marketing materials, in maintenance of web sites, and in researching and managing supporting documentation for LRS clients' properties.

Education: B. S., Biological Sciences, Colorado State University

M.S., Anatomy, Colorado State University