



## **A. Paul Nagel** Vice President - Brokerage

### **Industry Achievements and Recognition**

#### **“Heavy Hitters”**

*St. Louis Business Journal*  
(2007)

#### **Licensed in Illinois and Missouri**

Paul Nagel is a Land and Investment Broker with extensive experience in shopping center development, as well as representing clients in the purchase and sale of large land tracts for residential development, business parks and mixed use developments. He began his career in commercial real estate in 1981, ultimately joining Gundaker Commercial Group in 2003. Paul’s knowledge base includes planning, due diligence, contract negotiations, marketing, sales and leasing. He has been involved in regional mall transactions, major land sales, office building sales and investment properties. Paul has represented the FDIC and numerous banks in the sale of foreclosed properties, including large land tracts and commercial buildings.

Paul is well versed in current development laws and regulations governing land acquisition management, entitlement and financing, including TIFs, CIDs, and TDDs, municipal zoning approval processes and master planning. His background in urban planning brings an added dimension to his role as a real estate professional. Paul is involved with the development of several residential communities and business parks in both Missouri and Illinois. His current focus is representing buyers and sellers of significant land tracts.

Paul is a graduate of Southern Illinois University Edwardsville with a Master of Science Degree in City and Regional Planning and a Bachelor of Science Degree in Economic Geography. Paul holds real estate licenses in both Missouri and Illinois.

Paul was named as a commercial real estate “Heavy Hitter” in 2007 by the St. Louis Business Journal. In 2007, Paul facilitated transactions in excess of \$25 million in value. He has been a consistent top producer at Gundaker Commercial Group.

In addition to his professional accomplishments, Paul is involved in many civic organizations. He has served on the Mayor’s Retail Advisory Committee and the DeSales Neighborhood Housing Corporation Board of Directors. He is an active member of several committees at St. Francis Xavier (College) Church and, along with his wife, has participated in the St. Louis University Campus Ministry Marriage Preparation Program since 1984.