

REGIONAL LEADER IN
REAL ESTATE DEVELOPMENT



GULF STATES

REAL ESTATE SERVICES
TURNING IDEAS INTO REALITY



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ABOUT US



"We take a team approach to every project."

At Gulf States Real Estate, Development, and Construction we believe in working together to help our clients reach their goals. When you hire us to manage your development project, you become part of the team, gaining valuable access to the knowledge and experience of all professionals. Each division of our company has expertise in its specific field, meaning you have contact with professionals in every aspect of the development process. You won't find another company that takes a team approach like we do. And to top it off, as part of the team, you'll receive constant updates and communications to keep you in the loop. Our team will help you manage your development project from start to finish.

Our Mission Statement

Our mission is to provide thoughtful and effective advice and representation to our clients in all real estate projects. This includes commercial and real estate purchases, sales, developments, construction, projects, and property management needs. We do so in an atmosphere of mutual trust and respect, helping to foster personal, professional, and financial growth for all company personnel.

WHAT WE DO

Gulf States Real Estate & Development, we encourage our agents to become experts in the real estate specialties that best suit their strengths and personal interests. Though each agent has a strong understanding of all aspects of commercial land development, it's very difficult for a single individual to be an expert in all areas. That's why we take a team approach when tackling larger projects, with each player focusing on their area of expertise. This allows us to provide valuable insight to our clients that they may not receive working with just one agent. Contact us today to get the advice you need on your commercial development project.



Your General Contractor for Development Projects

We are your partner for all residential and commercial development projects. We have experience taking on projects both large and small, completing the renovations for the Louisiana Superdome, auto dealerships, schools, churches, medical, shopping centers, and more. You can count on us to handle every project with excellence and transparency.



Property Management

We will manage every component of your asset and treat it like it's our own, whether commercial or residential. From creating and nurturing relationships with tenants to asset managing accounting to procuring maintenance services, we do it all.

We are proud of our diverse clientele portfolio.



Full Service Brokerage

We service everything from retail to office parks, industrial sites, and residential and commercial subdivisions.

Our full service company is fully staffed with professionals equipped with years of customer service in addition to the latest management software and technology. Regardless of the size of your asset, we are available to assist with vital everyday tasks both small and large.

Being affiliated with Gulf States Construction, we are also proud to provide unparalleled project management assistance in any capacity. Contact us today to inquire about how we can best serve you.



EXPERT TEAM

Professional & Experienced



Michael Saucier

Founder, President, & Broker of Record

Michael Saucier, Founder, President and Broker of Record at GSRES, has over thirty-five years of experience in developing and managing projects, with well over one billion dollars in contracting and construction management. Mike holds a bachelor's degree in Civil Engineering from LSU and possesses Residential and Commercial Contracting and Real Estate Broker licenses in Louisiana and Mississippi. He is heavily involved in the initial visioning and planning of most projects, also overseeing the Gulf States Development and Construction Divisions. In addition to applying his keen insight and vast experience in a multitude of disciplines, Mike is responsible for Capital Acquisitions and for identifying corporate client and project opportunities within the communities Gulf States serves. Mike also has served on the Board of State of Louisiana Economic Development corporation and is currently serving as a board member on the West St. Tammany Chamber of Commerce.



Jason Reibert

Vice President

Jason Reibert, Vice President, has over 11 years of experience in Construction and Project/Construction Management. Jason is tasked with developing and executing the company's strategic plan and is responsible for leadership and company operations for Gulf States Construction Services, Inc. He is active in the day to day operations of the company, responsible for overall supervision of all projects currently under contract, and serves as Project Executive for all GSRES projects from project inception through completion. Jason holds a Bachelors of Science degree in Construction Management from Louisiana State University. His career experience encompasses a broad background in the development and construction of commercial office buildings, retail properties, shopping centers, event centers, and other specialty construction.



Rachel Gomez

Project Managers' Assistant

Rachel Gomez duties are to support the Project Managers and other members of the Project Management Department with the important administrative functions the company provides to our clients. She is responsible for the preparation of contracts, subcontracts and change orders, maintaining drawings and submittal logs, and organizing project schedules as directed by Project Manager(s). Rachel assists Project Manager(s) with bid solicitations, completing and updating Subcontractor and Vendor lists, and assists Project Managers to secure and organize all project closeout documents.



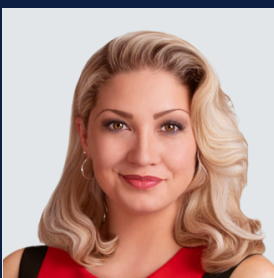
Stuart Ridgel

Real Estate Professional

Haley Ridgel and Stuart Ridgel are a brother and sister real estate team at Gulf States Real Estate Services, a regional full-service brokerage. They sell residential and commercial real estate with access to development, construction, and property management divisions at the company making their team a one-stop-shop for all of your real estate industry needs.

The dynamic duo delivers quality support for businesses looking to lease commercial spaces, landlords needing to acquire tenants, and the acquisition and sale of commercial land and buildings. They also provide highly skilled marketing services specializing in the latest technological trends. These include modern approaches to digital selling, video, drone footage, and virtual tours.

The advantage of Haley & Stuart Ridgel is getting two real estate agents for the price of one. Their personalities and abilities complement one another, allowing for a strong foundation in their business. The merging of their talents will enable clients to benefit from their individualized skill sets, successfully delivering more than everything needed for all operations during project phases and transactions.



Haley Ridgel

Real Estate Professional



MANAGING YOUR REAL ESTATE ASSETS

If you are ready to break into the world of real estate and start earning cash on your investments, Gulf States Real Estate & Development is the team you want to help you. We understand this process can be daunting to newcomers, but that does not mean you shouldn't go for it. With our team on your side, you will have the knowledge and experience of seasoned professionals to help ensure you're making the best decisions. We are with you every step of the way, from land acquisition, to development planning, to construction, and all the way to turning over the keys. Our team will help manage the entire process to help you reach your investment goals. Though we are based in St. Tammany Parish, we have completed real estate development projects in our core market area and beyond. Contact us today to get started on yours!

Michael Saucier

Founder, President, and Broker

A stylized, handwritten signature in black ink, likely belonging to Michael Saucier.



DEVELOPMENT

SOME OF OUR CLIENTS



Turning Ideas Into Reality

If you can imagine it, we can help you build it. Bring your vision to life with GULF STATES. We can create your dream development together. Staffed with an exceptional team designed to focus on every detail of a project from conception, execution, to management allows for years of sustained success. Join our list of premiere clientele elevating your company to the next level.



SOME OF OUR PROJECTS



Versailles

The purpose of the Versailles Center is to create the Northshore's first Class A Central Business District to help attract and sustain a variety of corporate disciplines to support job growth in St. Tammany and the surrounding communities. The Park is a first of its kind to offer a mix of multiple corporate offices integrated with retail and residential uses in a suburban setting and close proximity to New Orleans, Baton Rouge, and other communities.



Copperstill Marketplace

Copperstill Marketplace, anchored by Rouses, is located in West St. Tammany Parish.

Covington-based Gulf States Real Estate Services opened Copperstill Marketplace at the southeast corner of Highway 1077 and Highway 1085. It's positioned across the street from Archbishop Hannan High School.



Rouses, which opened in September 2018, takes up 43,320 square feet of the shopping center, with the remaining square footage committed to In & Out Urgent Care, H2K Nail Salon and Wow Café. In addition, Heritage Bank has purchased the corner outparcel and will be building a bank branch there and lease out the rest to retail spaces.



Colonial Pinnacle

The Colonial Pinnacle Nord Du Lac Shopping Center houses more than just retail. The new Mercedes Benz dealership and luxury multifamily are currently under construction, and a new children's museum and performing arts center are in the works.

Converting an old outdated rest stop to a new interstate interchange transformed this 300 acre property into a prominent interstate project which opened up many possibilities for this area and the community, beyond the original vision of the project, which was a town center.



Houma Court Medical Center

The Houma Court Medical Center is a 12-acre project that went from a damaged vacant apartment complex to a brand new medical office center. The project required brokering the land, rezoning the lots, working with local residents and homeowner's association, re-visioning the project design, adjusting traffic patterns and ultimately turning the keys over to the new owners. The Houma Court project has resulted in increased value overall to all adjacent lots and land in the complex as well.



Elmwood Shopping Center

Elmwood Shopping Center is over 1 million square feet and provides many retail services to residents in Jefferson Parish. This project required working closely with parish officials and the planning department to create a new access road off the main state highway. GSDS was able to broker a property swap deal to reduce the length public bidding process and was able to complete the project on time and within budget.

PROJECT SUMMARY

- 151.44 ACRES FOR SALE
- RESIDENTIAL / COMMERCIAL / INDUSTRIAL USE
- LAND DEVELOPMENT

Gulf States Real Estate Services in conjunction with the company's development and construction divisions has the capabilities to perform all necessary tasks associated with the property's, due diligence, zoning, development, transitional improvements for use in all applicable commerce capacities.

WE DO IT
ALL!

01

BROKERAGE

02

DEVELOPMENT

03

CONSTRUCTION

04

MANAGEMENT



Teamwork

Gulf States utilizes longterm local relationships by working with the community to determine the best use of land assets to maximum its profitability.



Creativity

With decades of experience on various developments, Gulf States works to overcome all obstacles and challenges by thinking outside the box in order to achieve a company's desired goals.

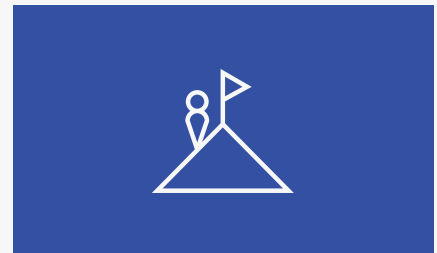
FULL-SERVICE BROKERAGE

GOALS & OBJECTIVES

- Turn Your Real Estate Ideas Into a Reality

Property Evaluation | Proposal Design | Plan Presentation | Project Execution | Outcome Management

Gulf States tackles every task from taking the listing, to handling all of the necessary marketing efforts, and even dealing with essential legalities like acquiring permit requisites, due diligence requirements and inspections.



Full-Service Real Estate Brokerage Firm

- Comprehensive services for investors looking to buy, sell, lease, or develop commercial real estate
- Extensive experience with all asset types including:
 - Office | Industrial | Retail | Multifamily | Hospital | Healthcare



Co-operation

Over 35 years of industry expertise in the Southeast Region allows for superior market insights. This provides advantages when working with municipalities, economic development agencies, due diligence consultants, local utility companies, and transportation departments allowing for smooth and successful transactions.



Tactics

- Market information
- Brokerage advisory
- Asset acquisition
- Real estate disposition
- Financial guidance
- Transaction management

Staffed with team members specializing in the necessary skills to handle all aspects of an operation.



Target

We can determine what needs to be done most efficiently and cost-effectively.

Our objective is to use years of acquired knowledge, skills, and resources to formulate an operational plan for your company's goals.

WHY INDUSTRIAL REAL ESTATE?

This sector is one of the most resilient and expanding amidst the COVID crisis. Surges in demand stem from pressures on retailers, logistics companies, and third-party distributors and their need to supply goods in a fast-growing e-commerce market.



E-commerce Surge in Q2

44.5%

Consumer Needs

CBRE Research has found that \$1 billion in incremental e-commerce sales generates 1.25 million sq. ft. of warehouse space demand. Net absorption is projected to reach nearly 250 million sq. ft. in 2021, more than the previous five-year annual average of 211 million sq. ft.

Increase Inventory Control

60 DAYS

Suppliers' Priority

Inventory control will be a prime focus as they increase their footprints to store "safety stock" in case of supply chain disruptions. Suppliers will increase inventories as high as 60 days. Expected increase in inventories onshore are to avoid the disruptions from trade conflicts.

Q2 Industrial Rent Growth Rate

6.3%

Investor Demands

Nearly 80% of U.S. industrial markets will see positive rent growth over the next 12 months and most will exceed their historical average over the next several years, according to CBRE Econometric Advisors.

LOCALLY SELECTED SITES
LOCALLY DEVELOPED LAND
LOCALLY MANAGED PROJECTS



A LOCALLY OWNED & TRUSTED COMPANY

SERVING THE SOUTHEAST REGION FOR OVER 35 YEARS



LOCAL EXPERIENCE MATTERS.
REGIONAL SUCCESS MAKES A DIFFERENCE.

REAL ESTATE DEVELOPMENT PROPOSAL
INDUSTRIAL / COMMERCIAL

GULF STATES REAL ESTATE SERVICES

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