



THE PATH TO
**YOUR
STORY**

LARGE TEAM?
HIGH STRESS? NOPE.
We are building a small and
specialized group to serve the
needs of a growing Client list
in North Central Florida. Will
you join us in our journey?

www.lexisre.com



OUR PARTNERS

WANT YOU TO BE GREAT



ZABEL THUR DE KOOS

Zabel is a lifelong resident of Gainesville. She was born in 1977 and graduated from the University of Florida in 2000 with a Bachelor Degree in Business Administration. She grew up helping her parents manage a small apartment complex performing various tasks from paperwork to yardwork and cleaning apartments. While in college she was the resident manager of the complex and in 2000 she and her father, Ropen Nalbandian, purchased another, larger complex next door. Since 2000 her companies have grown, acquiring more rental assets both commercial, residential, and vacant lands for future development. She owns and manages over 300,000 square feet of commercial office and warehouse spaces and 3 apartment complexes totaling 330 units.

PAUL THUR DE KOOS

Paul Thur de Koos, originally from Johnson City, TN is the Managing Director of Operations and Licensed Real Estate Salesperson for Lexis Real Estate. He specializes in the management of multi-tenant office buildings and warehouses negotiating leases, coordinating maintenance, and oversees special projects. Paul graduated from Centre College in Danville, Kentucky and soon thereafter earned a Master of Environmental Engineering from the University of Florida specializing in solid and hazardous waste. Paul joined forces with his wife, Zabel, and father-in-law (Ropen) in 2009 after working for several years as an engineer. Paul is currently a board member of Gainesville's Chamber of Commerce actively engaged in bringing new businesses to Gainesville. Paul enjoys coaching sports teams and attending Gator sporting events with family.



TODD CHASE

Todd has lived in Gainesville for nearly twenty years where he and his wife, Mary, raised their three children. He has thirty years of leadership experience in business, government, and military organizations. A retired Navy pilot with 28 years of active duty and reserve service, he holds a BS Degree in Mathematics from Jacksonville University and an MBA from Harvard Business School. Todd was elected twice to the Gainesville City Commission serving from 2011-2017, where he was known for his blunt common sense and responsible fiscal oversight. He moved here originally as an early stage venture capitalist investing in technology and the entrepreneurs at the University of Florida, and has played an important role in the growth of our local innovation economy as an investor, founder, and executive. Todd coached and mentored countless young men at the Boys Club and YMCA over the years and has served on numerous boards throughout our community.



OUR VISION

Lexis takes pride in delivering exceptional customer service. We have been serving the realty needs of this market for over 30 years. During this time we came to realize that the best service comes from a smaller boutique agency where individual agents bring their unique talents together for the best interest of our clients. We are focused on building lasting relationships with both customers and team members. We are committed to the pursuit of excellence in real estate through education and collaboration in an ever changing market. Lexis wants to be a partner in your story.



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VALUES

- Mindset of Positivity
- Importance of Family
- Creative Collaboration
- A High Degree of Trust
- Foundation Built on Integrity

OUR CULTURE

CIVIC INVOLVEMENT

BE YOURSELF

AIM FOR THE STARS

The mosaic that makes us one is underpinned by an inseparable set of core beliefs as to what makes a successful venture and understanding that we're never complete. This is where you come in— add to our mosaic!

EMBRACE THE UNIQUE

FAMILY VALUES

NEVER ALONE
In many real estate firms, you are a face in the crowd, and left to fend for yourself, or worse, compete against the rest of the team. Not at Lexis.

MUTUAL RESPECT

LEND A HAND

With support from the partners at every level, we aim to add your unique skills to ours. We treat you as an asset and not as competition.

SUCCESSFUL ATTITUDE

Together, we are strong!

WE GET IT.
YOU'LL
NEED A
TEAM.

OUR PROMISE

ACCESS

Dedicated to serving our agents
Staying abreast of rules & regs
Creating assets for collective use

TRAINING

Tom Ferry growth series
Educational Training from internal staff
Commercial/residential tools for success

MARKETING

Modern Web Presence to promote agents
Print & digital collateral for properties & events
Flexible office & remote work options
On-site printing/scanning, binding tools, etc
On-staff photo/videographer for asset development

COMMITMENT

Determination to succeed against all challenges
Maintain ethics and integrity at all costs
Work to leverage the good and offset the bad

ATTITUDE

Infectious positivity
Genuine zeal for what you do
Insatiable quest for knowledge

WORK ETHIC

Knowing what needs to be done
Courage to go the extra mile
Stay current with trends & practices

& YOURS

YOUR
DETERMINATION
IS THE KEY!



LET'S BEGIN YOUR NEXT CHAPTER

Our system is based on productivity. The more you produce, the less you give up to the company for support expenses. It's that simple.

SUPPORTING YOUR EFFORTS

Lexis RE offers a highly competitive commission structure.

We provide an advanced transaction management software and CRM suite to enhance and streamline your productivity.

Our in-house Marketing Team is always on hand to create specialized print and digital materials to support your sales efforts.





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