

SAMUEL F. SMITH II

CCIM, SIOR, SLCR, MCR | CEO, PRINCIPAL



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PROFESSIONAL EXPERIENCE

Sam is a recognized leader in large tenant/buyer representation services. He has specialized in providing “best of class” tenant/buyer and multi-market corporate services for over 28 years, with over 2,000 client projects totaling over 20 million SF with sale/lease values exceeding \$2 billion. Sam’s client list is a Who’s Who of Indiana’s largest and most successful firms, and his extensive experience includes over 40 complicated build-to-suits totaling over 5 million square feet. Additionally, Sam has 5 million SF of multi-market corporate services experience on over 250 projects, from Boston to LA to Seattle and even internationally.

He has handled sensitive renewal negotiations, achieving multi-million dollar client occupancy cost savings, and has conducted local and national site searches, prepared sophisticated financial analysis, assembled and managed teams of consultants, evaluated alternatives, and negotiated significant economic development incentives. Sam consistently uses his proven processes, superior market knowledge, and strong negotiation skills to help clients achieve below market and flexible lease/purchase terms and attractive, functional and efficient space that enhances employee productivity and shareholder value.

EDUCATION

Indiana University/Purdue University – Indianapolis – B.S. Finance (1981-1983)
Wabash College (1979-1981)

PROFESSIONAL SPECIALIZATIONS

- Large Tenant/Buyer Representation
- Global Transaction Management Services
- Corporate Real Estate Consulting / Advisory Services
- Corporate Disposition Services

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PROFESSIONAL AWARDS / ACHIEVEMENT

- Speaker: Indiana Bar Association, Rotary Club, CB Richard Ellis Global Conference, IBJ Power Breakfast Series, Duke Realty Corporation
- Attended various real estate and negotiation seminars
- Forty Under 40 – Awarded by the Indianapolis Business Journal – 1997
- Power Broker Award, named by CoStar as a top 20 Broker, multiple times
- MRE - Commercial Property News' List of Leading Brokerage Firms, 2004
- MRE - IBJ Fastest Growing Indy private Companies List (#16, 2004; #8, 2003)
- MRE - Indiana Growth 100 Award (by IU Johnson Center), 2004, 2003, 2002
- Real Estate Mid-America Magazine - Midwest Commercial Broker All-Star, 2003
- Real Estate Forum Magazine - Superstar Office Broker, 1998
- One of Indy's Top Tenant/Buyer Representatives for large office leases & sales (per IBJ Big Deal Lists)
- CB Richard Ellis Top 10 Worldwide - 1999, 1998
- CBRE's Career Top Indianapolis Office producer (from period 9-'81 through 10-'00)
- One of CBRE's Career Top producers, if not top producer, (from period 9-'81 through 10-'00)
- CBRE Tenant Advisory Services - Senior Advisory Board (Former Founding Member)
- CBRE Brokerage Operations Advisory Committee (former member)
- Duke Realty top broker office square footage award winner - multiple times
- Named to IBJ lists of "Who's Who in Commercial Real Estate" multiple times

PROFESSIONAL AFFILIATIONS / INVOLVEMENT

- The Indy Partnership - Board of Directors, Member
- Corenet Global, Member
- Heartland Real Estate Editorial Advisory Board, Member, Contributor
- Indiana University Center for Real Estate Studies, Advisory Board Member
- YPO (Young Presidents' Organization), Member
- IFMA (International Facility Management Association), Member
- CCIM (Certified Commercial Investment Manager) Designation
- SIOR (Society of Industrial and Office REALTORS®) Designation
- SLCR (Senior Leader Corporate Real Estate), Earned Title (Corenet Global), Certificate Program
- MCR (Master of Corporate Real Estate), Earned Corenet Global Designation
- ICBR (Indiana Commercial Board of REALTORS®), Member
- NAR (National Association of REALTORS®), Member
- IAR (Indiana Association of REALTORS®), Member
- Licensed Indiana Real Estate Broker

COMMUNITY ACTIVITIES

- Northview Christian Church, Member
- Penrod Society, Member
- IU Alumni Association, Member
- Sigma Chi Fraternity, Life Loyal Member
- Make-a-Wish Foundation, Steering Committee