

**David M. Smith, CCIM** Senior Vice President

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Work Experience

With 46 years of experience in all aspects of land brokerage for development, Dave has built a valuable combination of skills. Dave has spent his career specializing in land sales and leasing for high-density/mixed-use residential development, industrial, medical and retail development. He represents property owners looking to sell and site selection for companies and developers. Dave served as a guest lecturer on real estate feasibility analysis at T. C. Williams School of Law for eight years.

Clients Served (Partial List)

- Pruitt Associates
- HCA (Hospital Corporation of America)
- The Lingerfelt Companies
- Highwoods Properties
- Bristol Development Group
- Anthology (CA Ventures)
- HHHunt
- Crosland
- Crescent Communities
- SCI International
- Principal Global Investors
- Brandywine Realty Trust
- Dominion Realty Partners
- Greystar
- Grayco
- East West Partners
- NexCore
- MEDARVA
- Riverstone Group
- Smith/Packett Med-Com
- Tredegar Industries
- hgregg
- Kroger Stores
- Red Robin Gourmet Burgers
- Bloomin' Brands (Outback Steakhouse, Bonefish Grill, Carrabba's)
- O' Charley's Restaurant
- Fuddruckers

Professional Affiliations & Community Service

- Member – Cushman & Wakefield Land Advisory Group
- Home Building Association of Richmond | Past member of Board of Directors
- Urban Land Institute | Past Chair & Executive Committee, ULI Richmond

Education

- National Multifamily Housing Council
- CCIM designation | 1993
- Post Graduate Studies in Real Estate, Virginia Commonwealth University
- University of Richmond | B. S. in Business | 1972

Notable Accomplishments

- Currently under contract | Residential planned community totaling 795 zoned units
- 2,200 residential unit mixed-use project | The Aire at Westchester - Joint Venture between Grayco and HHHunt
- 2,480 residential units plus big box and free-standing medical and retail uses | changed land use in separate stalled developments owned by 360 Capital Partners, Sugar Oak, Principal Global investors, Brandywine Realty Trust and Trollingwood Land LLC
- Senior Housing | multiple sites in Richmond and Hampton Roads for with Smith/Packett Med-Com
- Senior Housing | 2 projects for CA Ventures in Richmond
- Apartments | 3,400 Units for Bristol Development Group, Greystar, Crescent Communities and Lingerfelt Development
- Medical | Lingerfelt Development | 195,000+ SF Build-to-Suit Projects
- Medical | HCA | 150+ Ac | 8+ transactions throughout Central Virginia including two hospital sites (Spotsylvania & West Creek)
- Retail | hhgregg | 7 transactions covering Richmond, Tidewater and Roanoke, Virginia
- Retail | Kroger Stores | 4 sites in Richmond, Virginia
- Retail | 45+ sites in Virginia & North Carolina | Various national restaurants & gas-convenience stores
- Retail & Hospitality | Circuit City | 4 site sales in Henrico County, Virginia
- Mixed-Use | Rutland assemblage | 300+ acre mixed-use development by HHHunt Communities in Hanover County, VA
- Golf Course | VSGA Foundation | arranged Pro Bono donation of land for development of the Independence Golf Club