

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

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Work Experience

Dave's career spans over 48 years specializing in land sales and leasing for planned communities, high-density/mixed-use residential development, industrial, medical and retail development. He represents property owners looking to sell and provides site selection for companies and developers. Dave is a former guest lecturer on real estate feasibility analysis at T. C. Williams School of Law.

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
- Boyd Homes
- Grayco
- East West Communities
- NexCore
- MEDARVA
- Riverstone Group
- Smith/Packett Med-Com
- Tredegar Industries
- hhgregg
- Kroger Stores
- Red Robin Gourmet Burgers
- Bloomin' Brands (Outback Steakhouse, Bonefish Grill, Carrabba's)
- O' Charley's Restaurant
- Fuddruckers
- Wells Fargo

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

- Mixed-Use | Arcadia | Residential planned community totaling 795 zoned units in Henrico County
- Mixed-Use | The Aire at Westchester - Joint Venture between Grayco and HHHunt | 2,200 residential unit mixed-use project
- Mixed-Use | 2,480 residential units with free-standing medical and retail | 360 Capital Partners | Sugar Oak | Principal Global investors | Brandywine Realty Trust and Trollingwood Land LLC
- Mixed-Use | Rutland | 300+ acre assemblage by HHHunt Communities and Crosland Retail in Hanover County, VA
- 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 | 3,950 Units for Bristol Development Group, Greystar, Crescent Communities, Thalhimer Realty Partners and Lingerfelt Development
- Medical | Lingerfelt Development | 195,000+ SF Build-to-Suit Projects
- Medical | HCA | Bon Secours | MEDRVA | surgery & imaging centers | 2 hospital sites (Spotsylvania & West Creek)
- Retail | hhgregg | 7 transactions covering Richmond, Tidewater and Roanoke, Virginia
- Retail | Kroger Stores | 4 sites in Richmond, Virginia
- Retail | 50 sites in Virginia & North Carolina | Outback Steakhouse | Carrabba's | Bonefish Grill | O'Charley's | Red Robin | Fuddruckers | Sheetz | Royal Farms | East Coast Oil Corporation
- Retail & Hospitality | Circuit City | 4 site sales in Henrico County, Virginia
- Golf Course | VSGA Foundation | arranged Pro Bono donation of land for development of the Independence Golf Club