



Richard Smith
Medical office building sales & leasing

Partial Client List

American Red Cross
Eye Consultants of Atlanta
PSA Pediatric Services of America
Hilton Head Hospital
Johns Creek Orthopedic Surgery
Duke University Affiliated Physician
Davita
Tenet HealthSystem Medical
Concentra Urgent Care

Contact Richard Today!

Richard Smith
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Education

Georgia State University, Atlanta, GA
Bachelors of Business Administration
Major - Real Estate and Finance

Real Estate Experience

Richard Smith, Jr., CCIM joined the Richard Bowers & Co. organization in 1987 and currently heads up the Medical Office Division.

Specializing in health care real estate and medical office building sales and leasing, he has worked with a wide range of local, regional and national firms both medical and non-medical in Atlanta and cities throughout the United States.

In addition to representing doctors and physicians, Smith has been on the leasing and marketing team for numerous medical office buildings in the eastern region. While working with Health Care REIT, Smith was the Eastern Regional Leasing Director accountable for a portfolio of 18 medical office buildings both on campus and off campus totaling 1.4 million square feet. These MOBs are in locations ranging from New York, New Jersey, the Carolinas, Georgia and Alabama. Several of these MOBs are located in Atlanta. Prior to establishing the Medical Office Division in 2008 and being promoted to the Commercial Leasing Division in 1995, Smith directed the Richard Bowers & Co. research department and, among other duties, published the *Bowers Digest – Atlanta Office Market Overview* and served as the head analyst for the company's Commercial Investment Division.

Additionally, Smith was awarded the Certified Commercial Investment Member (CCIM) designation in 1999 and is a member of both the National and Georgia chapters of the Commercial Investment Real Estate Institute.

He is also a member of the National Association of Realtors and the Atlanta Commercial Board of Realtors the largest commercial board in the country, and has been recognized by the organization's Million Dollar Club as a Life Member.

General Information

A scholarship athlete, Smith played NCAA soccer and tennis and following school, played amateur soccer in the Georgia State Soccer Association. As a nationally license USSF coach, Smith has held staff positions on several select clubs in the Atlanta area.