

DARR SMITH

c: 404-200-2844 / e: dsmith@naibg.com / Atlanta

OBJECTIVE

As an expert in all areas of real estate and leasing, national asset management and real estate legal issues, with public and private company experience, including substantial executive experience in working with the C-Suite, I will provide the highest caliber advice and solutions in a practical business-minded way. With Structuring, Negotiating, Drafting, Underwriting/Finance and Operating experience, I will bring a unique perspective to assist clients in accomplishing their business and legal objectives with a focus on increasing margin and return.

EXPERIENCE

President of DS Real Estate Services, Smith Property and Asset Management and HD2 Consulting, LLC, March, 2018 - Present

Site Selection, Asset Management, Acquisition, Disposition and Leasing with over 750,000 Square Feet under Asset Management with a focus on medical and dental groups

Adjunct Professor in the Masters of Commercial Real Estate Program at Georgia State University, 2020 - 2021

Teaching master's level classes in commercial real estate, negotiations and finance

VP at Beazer Homes, Atlanta, Georgia, October, 2005 - February, 2018 (last 11+ years as VP)

Titles: Corporate VP/Head of Asset Committee, Corporate VP and Assistant General Counsel, Divisional VP

- **Land/Finance:** two and a half years as head of Beazer's Asset Committee responsible for (1) structuring/underwriting/negotiation of real estate related transactions (acquisitions, dispositions and asset classifications) in 16 markets throughout the United States, (2) negotiating, managing and co-managing Land Banking deals and relationships nationally, and (3) compliance of asset management with Board Guidelines
- **Business/Operations:** extensive negotiation experience with real estate transactions, entitlements and developments, as well as special assignments in Divisions, including six months helping manage a Division in Charleston, S.C. and a one-year role as the Land VP in the Atlanta, Georgia Division
- **Legal:** (1) drafted/negotiated/managed real estate transactions in all of Beazer's 16 markets (including some real estate related litigation), (2) managed and revised Beazer's Corporate Management Authority Guidelines, (3) managed local counsel in all of Beazer's markets, (4) structured complex real estate, land banking, loan, and joint ventures nationally, including drafting of documentation related thereto, (5) "worked out" problem deals, joint ventures and loans in all markets, (6) worked on National Agreements with Vendors, (7) managed and divested Beazer's owned title companies, (8) drafted new document retention policy, and (9) managed Beazer's legal team of paralegals and assistants

Counsel at Hunton & Williams, Atlanta, Georgia, September, 1997 - September, 2005

Law practice focused on complex real estate, corporate, finance and development transactions, i.e., REIT work, office building acquisitions/dispositions, Borrower and Lender Representation, and Leasing

EDUCATION

Juris Doctor from the University of Virginia, 1997 // Bachelor of Arts from Furman University, 1991

MISCELLANEOUS

Beazer Homes President's Club, ULI Leadership Development Program, USAT coaching certifications, coached Elite athlete to winning Championships at the highest level of both National and World Competition for Team USA (Triathlon), Race Director for large 5K's and Triathlons, Board Member for The Murphey Candler Park Conservancy, Board Member for a Special Needs Trust