



2009

HEAVY HITTERS

DMCAR's Top Producers in Commercial Real Estate

TOP INDUSTRIAL
BROKER



James Bolt
CB Richard Ellis Inc.

TOP INVESTMENT
BROKER



Mary Sullivan
CB Richard Ellis Inc.

TOP INVESTMENT
BROKER



Timothy Swan
CB Richard Ellis Inc.

TOP INVESTMENT
BROKER



Martin Roth
CB Richard Ellis Inc.

TOP MULTI-FAMILY
BROKER



Pat Stucker
Cushman & Wakefield of Colorado, Inc.

TOP OFFICE BROKER



Duncan Heitman
Jones Lang LaSalle

TOP RETAIL I



Jon Weisiger
CB Richard Ellis, Inc.

TOP SMALL
OFFICE BROKER



Matthew Smith
Vector Property Services

TOP YOUNG BROKER



Sam Slaton
CB Richard Ellis, Inc.

BROKER OF THE YEAR



Eric Nesbitt
The Nesbitt Group

TOP SMALL OFFICE BROKER

Memories Are Always in the Making for Small Office Heavy Hitter Matt Smith

Marty Schechter
on behalf of DMCAR

As a college football player with one of the nation's most storied football programs, Matt Smith has experienced a lot of memorable moments in his life both on and off the field of play.

On December 29, 1978, Smith was playing for Clemson University in the Gator Bowl against The Ohio State University where he witnessed one of the most well known events, and arguably worst moments, in college football history.

OSU Head Coach Woody Hayes punched Smith's teammate, nose tackle Charlie Bauman after Bauman had intercepted a pass to preserve a 17-15 Clemson lead and end the Buckeyes opportunity for a come-from-behind victory in the final minutes of the Gator Bowl.

For Smith, a linebacker and special teams player, and his Clemson Tiger teammates, the bowl victory meant the end of another great season and a number four ranking in the end-of-season college football polls. For Hayes, it signaled the end of a long, illustrious and controversial career.

What ended one career in 1978, essentially served as the start of another. Smith, a three-year letterman who originally walked on at Clemson after deciding not to play for North Carolina State and a relatively unknown Coach Lou Holtz at the time, completed his playing career in 1979. Armed with an engineering degree, he chose to pursue his MBA at the University of North Carolina.

"I decided I didn't want to be an engineer," Smith said. "I went to work on my business degree and was lucky enough to land a position with Prudential's real estate investment group right out of school – 1982." Possibly the last time unemployment numbers were as high as they are today, Smith noted.

From a major bowl victory in 1978 to completing a major deal near the end of the 2009 calendar year, Smith, principal of Vector Property Services, has put another feather in his

cap and has been named the Denver Metro Commercial Association of REALTORS® (DMCAR) Heavy Hitter in the Small Office Category for 2009. His 24 office deals completed in 2009 may have been an average to below average year for the 26-year industry veteran, but it was clearly above the competition in a year of numerous challenges.

With diverse deals completed in Denver and the southeast marketplace in 2009, it was the lease extension of the ARCADIS headquarters at Highlands Ranch Office Center I that put a bowl victory moment on an otherwise average season for Smith. The 71,000-square-foot renewal of the entire building at 630 Plaza Drive will keep the international engineering and management services company in Colorado for the long term. Smith represented Investors Real Estate Trust (IRET) while ARCADIS was represented by Matt Anderson of Jones Lang LaSalle.

For Smith and his career achievements, he gives early credit to the opportunities he was given by Prudential to be thrown into the fire and earn the opportunity to advance rapidly in the system.

"There was so much happening and a great learning curve for me," Smith recalls of his early days in another challenging real estate market environment through the majority of the 80s. "Prudential was building out its own account and I was given some good opportunities to be a part of their efforts in Cincinnati and Columbus, Ohio; then on to Miami and Coral Gables, Florida where the learning and successes continued.

Given the opportunity to attend Prudential's "charm school," Smith came to Denver to run the Rocky Mountain West portfolio in 1989. Prudential was the largest office landlord in Denver at the time, a bad time to hold that title, Smith recalls.

"I figured I couldn't really screw it up," Smith said of his decision to take the opportunity out west. "We worked hard and got the portfolio significantly leased up in the 1990-94 timeframe and started to sell them off."



Matthew Smith
Vector Property Services

Volume: \$7,308,413.50

Number of years: 26

Number of deals: 24

Faced with yet another move, this time back east, Smith had grown fond of Denver and the lifestyle that most come to love in this region. So, rather than move away from what he had come to know and love, Smith, partnered with Miller Anschutz (now Miller Global), to start Vector Property Services on Jan. 1, 1995.

"We have developed a nice business that keeps changing and evolving," Smith said of his accomplishments with Vector. "Our tenant representation work continues to grow which helps augment our landlord business.

With the ups and downs of the marketplace, Smith and Vector Property Services have maintained a quiet but confident presence in the Denver marketplace. His work ethic and competitive spirit have clearly played a major role in his real estate successes while his passion for the game of football has also carried forward.

Smith recently completed his eighth season coaching the linebackers at Regis High School where he began coaching his son in the early part of the past decade. His son, Bret, just finished a strong college football career at the University of Colorado and his daughter Kate is currently attending CU as well. Together with his wife of 25 years, Judy, who coaches track and cross country at Regis, they will no doubt continue making memories of a lifetime.