

T. Dallas Smith

PRESIDENT AND CEO | T. DALLAS SMITH & COMPANY



YEARS OF EXPERIENCE

30+ years

AREAS OF EXPERTISE

Office

Industrial

Land

ADDITIONAL SKILLS

Business Development

Client Relations

Broker Oversight

Strategic Planning

PROFICIENCIES

CoStar™

Microsoft Office Suite

ManagePath™

ROLE & RESPONSIBILITIES

Dallas is the Founder and Chief Executive Officer at T. Dallas Smith & Company. He leads all new business development initiatives. His role includes overseeing all brokerage affairs related to the company and providing chief liaison services to key clients.

WORK EXPERIENCE

Dallas began his commercial real estate career in 1982 at Atlanta Air Center Realty under the guidance of Thomas W. Tift, Jr. as leasing and management representative for the portfolio. In 1989, he became the first African American broker at Cushman & Wakefield of Georgia. His affiliation with the company opened doors for many minority brokers. In 1995, he pioneered the brokerage division for H.J. Russell & Company, an African American-owned construction and management firm, where he served as VP of the Brokerage Division. Dallas led the company's initiative of acquiring 40 parcels of real estate, a full city block in the intercity of Atlanta resulting in a mixture of office, retail and multifamily developments now valued at over \$20 million. In 2006, with the blessing of the late Herman J. Russell, Dallas opened T. Dallas Smith & Company, specializing in tenant representation. T. Dallas Smith & Company has led projects across the country with metrics exceeding more than eight million square feet of tenant and buyer representation in office and industrial space, and more than five thousand acres of land acquisitions. Since its inception, the team has grown exponentially, and with their combined experiences have successfully led transactions totaling over \$16 billion in aggregate value. Dallas is an innovator and thought leader in the commercial real estate community and is intentional about cultivating and developing diverse talent to help shape the commercial real estate industry.

EDUCATION

- Georgia State University, Bachelor of Business Administration (Management)

MEMBERSHIPS, HONORS AND AWARDS

- 100 Most Influential Georgians for 2022 & 2021, Georgia Trend Magazine
- 2022 & 2021 Atlanta 500, Atlanta Magazine
- Atlanta Business Chronicle – Most Admired CEO Award (2021 & 2017)
- Atlanta Business League 2021 Entrepreneur of the Year award recipient
- Atlanta Commercial Board of REALTORS® – President-elect
- Atlanta Commercial Board of REALTORS® – Million Dollar Club member - #7 Top Land Producer in 2021; #8 Top Office Tenant Producer in 2021
- Atlanta Commercial Board of REALTORS® – 2021 Alvin B. Cates Award recipient; Realtor of the Year 2018
- Board of Regents of the University System of Georgia – Regent; Real Estate & Facilities Committee – Chairman
- Georgia Department of Economic Development – former Board Member
- Georgia State University Foundation Board – former Chair, Real Estate Committee
- Georgian's First Commission – Commissioner
- Leadership Atlanta – Class of 1996
- Metro Atlanta Chamber of Commerce – Board Member
- Microsoft Supplier Program (MSP) Prestige Award recipient – 2021 Rookie of the Year
- University System of Georgia Real Estate Foundation Manager, LLC – Board Member