Paula Clair Smith, CCIM

Licensed Commercial Real Estate Broker

Merritt Realty Corporation

Biography



Professional Overview:
A resident of Pinellas County since 1984, Paula Clair Smith has been a key player in the Tampa Bay area commercial real estate market since 1998. While specializing in Pinellas County's office, retail and industrial markets, Paula's expertise also branches into land assemblage and redevelopment. She has broad experience in many facets of commercial real estate transactions through years of representing buyers, sellers, tenants and landlords. As a Broker/Associate with Merritt Realty Corporation, Paula holds a Florida Real Estate License and the Certified Commercial Investment Member (CCIM) designation. Assignments range from negotiating a lease for a small startup retail shops to the identification and purchases of multi-story office buildings, to site selection for national and regional tenants to the disposition of investment grade assets to leasing large industrial complexes to land assemblages and the transacting of substantial blocks of office and retail space.

Industry and Community Involvement:

- Certified Commercial Investment Member (CCIM) Institute – Member of the West Coast and Florida CCIM organizations
- Florida Gulfcoast Commercial Association of Realtors (FGCAR) – Board Member 2010-2013
- Urban Land Institute
- St. Petersburg and Central Pinellas Chambers of Commerce
- Tampa Bay Clutch Hitters

Awards:

- FGCAR's 2011 #3 Top Producer Retail Regional
- FGCAR's 2009 Industrial Deal of the Year
- FGCAR's 2009 #2 Top Producer Regional Industrial
- FGCAR's 2008 #3 Top Producer Regional Industrial
- FGCAR's Pinnacle Million Dollar Award since 2001

Trends That Paula Clair Smith, CCIM, Can Discuss as an Expert:

- Commercial real estate trends in the Tampa Bay area, particularly in Pinellas County
- Issues and trends related to office, retail and industrial commercial real estate
- Tenant representation issues, such as locating appropriate space and negotiating lease terms
- Current state of the market, such as acquisition, disposition and leasing trends, available concessions and financing issues

Quick Stats:

- **Office Location:** St. Petersburg, Fla.
- **Education:** Miami University in Oxford, Ohio – Bachelor of Fine Arts Degree
- **CCIM Designation:** Obtained in 2006
- **Transaction Volume:** Personally transacted over $20 million in the past three years

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Among the Clients Paula Clair Smith, CCIM, Has Assisted:

- All Children's Hospital
- Public Resources Advisory Group
- Pediatric Health Alliance
- Priority One Financial
- Conax FL
- The Salvation Army
- Brokers Interstate Group (Amerilife)
- Praxeis, Inc.
- Merit Resources
- RCH Capital
- Astaras Inc.
- Hunter Douglas Company
- World of Beer
- Pet Supplies "Plus"

Significant Deals:

All Children's Hospital – Paula has assisted All Children's Hospital with the disposition of buildings and acquisition of office buildings in St. Petersburg, including a property swap with Pinellas County. In Hillsborough County, Paula searched out and delivered a land assemblage for a build-to-suit. Again, her tenacity and attention to the client's needs propelled her to serve the client at the highest level – even to the extent of facilitating the installation of a traffic light necessary for her client's patients.

Kidz Club – Paula recently served as tenant representative for Kidz Club, a pediatric facility for medically fragile children, which is a new concept to Florida. The client was looking for space to serve children with special needs and their families, and thus, had many specific requirements. Suggesting creative utilization of the space, such as turning the parking lot into a playground, Paula found a building that was previously a grocery store, which nicely accommodates Kidz Club and its needs.

Hunter Douglas Company - Saddled with too many production facilities across the country in a tough economic climate, this maker of home blinds needed to dispose of its Florida facility quickly at market rate. Paula evaluated the market for availability of like product and buyers for this type of product. She presented this 131,800-square-foot tilt-wall distribution and manufacturing property to the market, competing for the few opportunities, and facilitated a sale before the end of the year. She also located, negotiated and closed a lease transaction for the client to accommodate their remaining entity into a 9,000 square-foot Hunter Douglas sales and repair center. Most recently Paula was instrumental in facilitating the relocation of their sales and training division to a Class A building in Carillon market.