



## Dennis E. Smith

### Executive Managing Principal, Market Leader Los Angeles

#### Professional Experience

Dennis Smith is an Executive Managing Principal, Market Leader for the Southern California Region of Cresa, which includes: Los Angeles, Orange, San Bernardino, Riverside and Ventura counties. In his role, Dennis leads over fifty professionals within several regional offices, while meeting the needs of Cresa's clients.

Dennis's consulting services have resulted in transactions exceeding 15 mm square feet, including acquisition and disposition projects for leased, owned, and build-to-suit facilities as well as multi-location portfolio corporate services transactions.

Dennis is an effective industry leader with a 35+ year track record in helping a wide variety of corporate, public and nonprofit users of office and industrial space execute their real estate plans nationwide.

#### Clients

Dennis has represented hundreds of organizations, including the County of Los Angeles, Meritage Homes, Manufacturers Bank, Telehouse America and Wells Fargo Bank.

#### Affiliations

Dennis is a member of CoreNet Global, Urban Land Institute (ULI), Rotary Club, and Southern California Development Forum (SCDF). Dennis was a Board Member of Los Angeles Commercial Realty Association (LACRA). Dennis is a member of Cresa's President's Council and its Strategic Leadership Council (SLC). Dennis has received the Chairman's Award and Top Producer Awards by Cresa numerous times.

#### Education

Dennis received his B.S. in Business Administration from the University of Southern California. He is certified by CoreNet Global as a Master of Corporate Real Estate (MCR).

#### Contact

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