

OLIVER SMITH REALTY AND DEVELOPMENT COMPANY, INC.

80th Anniversary

Here at Oliver Smith Realty and Auction Company, Inc., our team is extremely excited by the fact that this year we are fortunate to be celebrating our 80<sup>th</sup> Anniversary. Concurrent with this monumental celebration, important changes are in the process of taking place at our firm as well, the most exciting of which is our new proposed name change. The moniker of our company has served us well through three generations of family ownership; however, over time a principal part of our original business model has changed. Although we will always be proud of our commercial real estate auction heritage, this component of our core professional services has diminished with time and been replaced with stronger concentrations in **medical and commercial real estate development, commercial brokerage, 1031 Tax Exchange acquisitions, tenant representation, real estate investment analysis and strategic retail and restaurant positioning.**

Inherent to the process of conducting successful business is the flexibility to adapt to inevitable change. Our company continues to adjust to an ever expanding and complex real estate marketplace, while still holding on to the fundamental principles that have made Oliver Smith Realty withstand the test of time. In 1939, our founder, Oliver A. Smith, Jr., had the gift of understanding the intrinsic value of real estate and possessed the vision to realize its future importance in a defined market. “It’s the promise of vision, tempered with the wisdom of experience,” aptly summarized our founder’s view of our company’s important mission.

I have proudly served at the helm of our company now for more than 30 years. Our firm has literally reshaped the way commercial real estate is regarded in East Tennessee: bringing Knoxville its first two regional malls, setting the trend for upscale commercial development and retaining a solid reputation for sound solutions by offering fully integrated services. Today, Oliver Smith Realty continues this tradition of being an integral part of this area’s growth. We continually endeavor to create a desirable synergy between the community and the projects at hand. By providing this broad spectrum of professional offerings, we have become a single point of contact for our clients’ real estate needs.

There is no substitute for extensive experience or depth of understanding. Through indispensable disciplines and a highly trained organization of real estate professionals, we continue to dedicate ourselves to providing real estate solutions to help mold our region’s landscape. With a strong entrepreneurial base, we strive to bring a powerful and unique perspective to each of our clients. We are thankful to those individuals and companies who have entrusted their interests to our company throughout the past 80 years. **Under the new corporate title of Oliver Smith Realty and Development Company, Inc., we commit to continue as a leader in commercial real estate and development in our home of East Tennessee.**

Sincerely,

Oliver A. Smith IV

OLIVER A. SMITH, IV

GI FOR KIDS

Oliver and his son, Crosse, are reviewing construction plans for the exciting new 30,000 square foot medical office building for Dr. Youhanna Al-Tawil at Northshore Town Center.



**CENTERPOINT**  
Oliver was honored to represent Knoxville TVA Credit Union on their recent acquisition of their new 85,000 square foot Corporate Headquarters at Centerpoint Business Park.



**DOWNTOWN KNOXVILLE EMBASSY SUITES**  
We are proud to have brought Knoxville’s newest and finest high-rise hotel to our central business district.



**HARDIN VALLEY SHOPPING CENTER**  
Team member, **Chad Turner**, stands in front of one of our newest shopping center developments at Hardin Valley and Pellissippi Parkway. He represented all the national tenant occupants.



**HALLS SHOPPING CENTER**  
Team member, **Peter Medlyn**, oversees construction and development of one of our newest retail projects in Halls. Peter is in the process of completing several other of these throughout the state.

**ADMINISTRATIVE EXECUTIVE**  
**TEAM: Lisa Derito, Trish Mancini and Amy Fillingame** at our Corporate Offices at 7216 Wellington Drive.



**THE MERIDIAN**  
**Oliver and Tom Coulter**, of Meridian Trust, viewing their successful retail shopping center collaboration at the corner of Kingston Pike and Northshore Drive in Bearden.

**DULUTH TRADING COMPANY**  
Team member, **Will Sims**, with the new Duluth Trading Company at Cedar Bluff and Kingston Pike. He was in charge of the acquisition, leasing, development and disposition of this trophy property.

