

BREIS - David K. Smith - Relevant Experience

David Smith has significant experience in selling investment properties, including office, industrial, retail, and multi-family properties. Smith is experienced in generating buyer interest, qualifying buyers' motivations, creating a competitive bidding environment, and understanding value. Mr. Smith represents ownership with a serious focus on obtaining the most money for the property - in every step of the negotiating process. He has exclusively represented private, institutional and corporate owners in the sale of the following properties:

	<i>Property</i>	<i>Square Feet</i>	<i>Other</i>	<i>Price</i>	<i>Client</i>
	Norwest Financial Center Minneapolis, Minnesota	435,000		\$43,000,000	Zeller Realty
	Six Property Retail Portfolio Crystal Lake & Grayslake, Illinois	200,000		\$35,000,000	Rhyan Management
	Woodland Corporate Tower Downers Grove, Illinois	450,000		\$26,000,000	AEW
	Willoway Terrace Unincorporated Cook County, Illinois		337 Units	\$20,000,000	Thomas Properties
	Two TransAm Plaza Oakbrook Terrace, Illinois	174,101		\$19,000,000	Archon Group
	Hub Tower Des Moines, Iowa	277,000		\$18,500,000	Mid American Energy
	Household Credit Services Sioux Falls, South Dakota	158,000		\$18,402,000	MEGA Life Insurance
	Two TransAm Plaza Oakbrook Terrace, Illinois	117,717		\$15,900,000	Prudential Investors
	Kensington Business Center Portfolio Mt. Prospect, Illinois	423,000		\$15,800,000	Cornerstone R.E. Advisers
	Clover Ridge East Palatine, Illinois		274 units	\$15,500,000	MidAmerica Energies
	Woodfield Executive Center Schaumburg, Illinois	180,000		\$15,300,000	LaSalle Partners
	Barrington Corporate Center Barrington, Illinois	195,000		\$15,150,000	Hart Road Partners
	TRW Automotive Livonia, Michigan	86,500		\$14,400,000	Kojaian Interests
	Bankers Systems St. Cloud, Minnesota	280,000		\$13,750,000	Private Investor
	Stiffel Headquarters Chicago, Illinois	305,000		\$12,120,000	The Stiffel Company
	One TransAm Plaza Oakbrook Terrace, Illinois	118,412		\$11,950,000	Facet Financial

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	4 Territorial Drive Bolingbrook, Illinois	56,000		6,825,000	Chicago Office Technology
	Farnam Executive Center Omaha, Nebraska	89,000		\$10,075,000	PM Realty Advisors
	Kildeer Residential Development Kildeer, Illinois		160 Acres	\$9,500,000	Private Family Trust
Oakpointe Business Centre Arlington Heights, Illinois	Oakpoint Business Centre Arlington Heights, Illinois	96,213		\$8,150,000	RPD Catalyst Sterling Capital, Ltd.
	Arlington Office Park Rolling Meadows, Illinois	104,000		\$7,500,000	Vision Realty
Arlington Office Park Rolling Meadows, Illinois	Jewel Pond Barrington, Illinois		55.3 Acres	\$6,500,000	Northwest Community
	Enterprise Office Campus Arlington Heights, Illinois	84,000		\$6,400,000	Mid America Bank
Jewel Pond Barrington, Illinois	Castrol Industrial	45,839		\$5,800,000	Castrol North America
	1050 Busse Road Bensenville, Illinois	60,000		\$5,625,000	Hamilton Partners
Enterprise Office Campus Arlington Heights, Illinois	1112 South Wabash Chicago, Illinois	64,000		\$5,500,000	Chariello Investments
	Hinsdale Medical Center Hinsdale, Illinois	59,860		\$5,450,000	Private Investor
430 West Erie Chicago, Illinois	430 West Erie Chicago, Illinois	68,862		\$5,300,000	Archon Group
	Meridian Lakeside Office Plaza Aurora, Illinois	62,000		\$5,250,000	Archon Group
1030 West Higgins Park Ridge, Illinois	1030 West Higgins Park Ridge, Illinois	52,000		\$5,075,000	Hamilton Partners
	Arlington Corporate Center Arlington Heights, Illinois	70,000		\$5,050,000	Archon Group
Meridian Lakeside Office Plaza Aurora, Illinois	Dearbourne Centre Burr Ridge, Illinois	67,000		\$5,000,000	New York Life
	Meacham Business Center Schaumburg, Illinois	80,000		\$4,950,000	Archon Group
1030 West Higgins Park Ridge, Illinois	Mark Twain Tower Kansas City, Missouri	191,000		\$4,500,000	Archon Group
	Walgren-Midland Des Moines, Iowa	130,000		\$4,000,000	AmerUsProperties
Arlington Corporate Center Arlington Heights, Illinois	Liberty Building Des Moines, Iowa	120,000		\$4,000,000	AmerUs Properties
	Cambridge Commons Buffalo Grove, Illinois	48,846		\$4,150,000	Private

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 Mecham Business Center Schaumburg, Illinois	Schaumburg Tech Center Schaumburg, Illinois	56,382		\$3,750,000	Archon Group
	Lake Zurich Development Lake Zurich, Illinois		37 Acres	\$3,600,000	Betz-Dearborn
 Schaumburg TechCenter Schaumburg, Illinois	Fox Valley Commons Aurora, Illinois	53,000		\$3,200,000	Archon Group
	Canterbury Place Crystal Lake, Illinois		264 Acres	\$3,100,000	Private Investor
 Barrington Courte Barrington, Illinois	Elgin Oaks I Elgin, Illinois	60,000		\$2,875,000	Lakewoods Realty
	River Park Atrium North Aurora, Illinois	54,000		\$2,716,000	Household Finance
 555 Waters Edge Drive Lombard, Illinois	Barrington Courte Barrington, Illinois	40,000		\$2,700,000	Penn Mutual
	555 Waters Edge Drive Lombard, Illinois	30,000		\$2,550,000	Century Life Insurance
 Kennedy Pointe Arlington Heights, Illinois	2450 N. Campbell Chicago, Illinois	44,000		\$2,500,000	Children's Memorial Hospital
	Kennedy Pointe Arlington Heights, Illinois	23,000		\$2,200,000	Kennedy Associates
 Kennedy Pointe Arlington Heights, Illinois	Elgin Oaks II Elgin, Illinois	30,000		\$1,860,000	Lakewoods Realty
	Plum Grove Courts Palatine, Illinois	30,000		\$915,000	TIAA/CREF
	Butterfield Exchange Elmhurst, Illinois	60,000		\$9,200,000	Moore Properties
	Lease Transactions Combined	335,000		46,900,000	IBM
	Multiple Properties over 6 years Houston, Texas Area		3,000 units	92,000,000	Individual Private Owners
	Office	5,608,732 Sq.Ft.		\$444,788,000	
	Multi-family	3,611 Units		\$127,500,000	
	Land	252.3 Acres		\$22,700,000	
	Leases	335,000 Sq.Ft.		\$46,900,000	
	TOTAL TRANSACTION VALUE			\$641,888,000	