



# RICHARD L. SMITH, JR., CCIM

Director

**SPECIALIZATION  
IN HEALTHCARE  
PROPERTIES**

**O** 404.442.2833

**C** 404.789.8788

[richard.smith@lee-associates.com](mailto:richard.smith@lee-associates.com)

[lee-associates.com](http://lee-associates.com)

3500 Lenox Rd. NE,

Suite 1600

Atlanta, GA 30326

## PARTIAL CLIENT LIST

- ▶ Grady Dental Care
- ▶ Center for Wellness- Las Vegas
- ▶ Psychological Solutions of ATL
- ▶ Health-e Medical Centers
- ▶ Crawford & Co. - National
- ▶ Welltower REIT
- ▶ Challenger Sports - National
- ▶ Eye Consultants
- ▶ Gymshark USA
- ▶ Piedmont Atlanta Hospital
- ▶ Northside Hospital System
- ▶ Children's Healthcare of Atlanta
- ▶ Cambre & Associates
- ▶ Allstate Corporation
- ▶ State Farm Insurance

## PROFILE

Richard Smith joined Lee & Associates in 2025 as a Director in the firm's Healthcare and Office Properties Group, Atlanta office. Richard specializes in tenant advisory services with a focus on recognizing opportunities, identifying and managing risk, and implementing real estate strategies that meet the financial, operation, and cultural objectives as defined by his clients.

Specifically, Richard works with business owners to locate and negotiate for high-value, functional, and well-managed properties to occupy and grow their practices. He holds a CCIM (Certified Commercial Investment Member) designation in commercial real estate, demonstrating a 29-year commitment to creating professional advice, value, and trust with clients.

## CAREER SUMMARY

Commercial Real Estate Brokerage – Process-driven accountability in negotiations, acquisitions, dispositions, sales, leasing, market analysis, economic analysis, investment analysis, lease review, sales contract review, marketing, public relations, and business development.

Asset Class: Healthcare, Office, Medical Office, Flex-Warehouse, Service Centers, and Retail.

## EXPERIENCE

Richard dedicated the first 20 years of his career to Richard Bowers & Co., where he built a strong foundation in the industry. Before joining Lee & Associates - Atlanta, he gained extensive experience working with healthcare and office firms, most recently serving at Perimeter Commercial Real Estate.

## EDUCATION

- Georgia State University – J. Mack Robinson College of Business, BBA, Real Estate
- Andrew College, Associates Degree, Finance
  - Student Government Association
  - President, Phi Theta Kappa International Honor Society
  - Scholarship Athlete in Soccer and Tennis

## ACCOLADES & COMMUNITY INVOLVEMENT

- Member - Certificate Commercial Investment (CCIM)
- Member - Atlanta Commercial Board of Realtors (ACBR)
- Lifetime Member - ACBR Million Dollar Club
- Two-time IRONMAN Finisher (Tempe, AZ, and Chattanooga, TN)
- Nationally Licensed USSF "B" Soccer Coach (serving club, high school, and college)
- The Leukemia & Lymphoma Society Fundraising