



Anne Smart, SIOR Director – Industrial / Investment

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Professional Expertise

Anne Smart, SIOR is a Director with Cushman & Wakefield/Commerce where she specializes in research and development (R&D) industrial and investment properties.

Anne began her real estate career dealing in residential and investment properties. She focused her efforts on the industrial and commercial investment areas after joining Commerce Properties in 1986. Since that time, she has been involved in large industrial investments, trades, leasing and acquisitions/dispositions of properties throughout the State of Utah, representing a roster of local and national clients. Anne also took on the task of landlord representation which includes S-Devcorp, Ninigret Group LLC and Portfolio Investments.

From its earliest inception, Anne has been involved with Portfolio Investments and their principal architect to develop CentrePointe Business Park, a three-building, 215,473 square foot, 12.5 acre R&D campus, located at 1865-1895 West 2100 South, Salt Lake City, Utah. Anne's experience enabled her to successfully evaluate the environmental quality for R&D tenants, assisting all parties involved in making decisions, facilitating the project to become the incredible campus it is today.

In 1992, Anne played an integral role in the development of Ninigret Park, one of the premier industrial/office parks in the Salt Lake Valley. After having sold the park's 178 acre site to its developers, she was retained as a member of the team responsible for everything from master-planning, design, infrastructure, building sites, and marketing the property. Anne became adept at dealing with the bureaucratic requirements of public agencies. Through the years, Anne has built a formidable knowledge of every aspect of industrial development, leasing and sales.

With 40 years of experience, Anne has honed her problem-solving skills to a fine point through involvement in hundreds of diverse transactions. Anne is equal to challenges that might appear insurmountable to less practiced agents, and she enjoys solving unique issues. A savvy negotiator who is known for her ability to work well with other agents, Anne is adept at representing the interests of tenants, landlords and investors.

Clients Served

- Kroger Foods/Smith's Food King
- Salt Lake Community College
- Echelon Biosciences, Inc.
- Beijer Electronics, Inc.
- Great Wolf Resort
- Life Science Logistics
- Thomas & Betts USA
- Frontier Scientific, Inc.
- Protherics BTG
- Korr Medical
- Interline Brands
- Sanmina SCI
- Amedica
- FedEx
- Prolexys
- Myrexis

Professional Affiliations

- Society of Industrial and Office Realtors (SIOR) member
- Society of Marketing Professional Services (SMPS) member
- State of Utah Associate Broker
- Utah Technology Council (UTC) member
- National Association of REALTORS member

Community Leadership

- SIOR Utah Chapter President, 2006
- SIOR Utah Chapter Vice President, 2005