

R. WINSTON SMITH

(678) 618-7847

rwinstonsmith@yahoo.com

SUMMARY:

Seasoned Real Estate Professional with experience in brokerage, project management, development and construction of multi and single-family residential products.

EDUCATION:

MBA, Georgia State University, Atlanta, GA, March 1996
Major: Real Estate

BA, Emory University, Atlanta, GA, June 1991.

High School, Woodberry Forest School, Woodberry Forest, Va. 1983-1987

WORK EXPERIENCE:

Principal, Capital City Development Group, LLC, Atlanta, Ga. 1999-Present

- Development of single and multifamily properties
- Zoning, Subdivision, Project Management
- Land Development

Site Acquisition, RETEL Services, Atlanta, Ga. 2013-2014

- Search ring analysis, SCIP
- Zoning/Permitting
- Leasing

Vice President, Buckhead Real Estate Group, Inc., Atlanta, GA, 1998-2003

- Appraisal of all types of residential properties.
- Leasing and sales of residential and commercial properties.

Leasing Specialist, Jones Lang LaSalle, Atlanta, GA, 1996-1998

- Responsible for Leasing 687,000 square foot Class A office Complex.
- Conducted Financial Analysis and Lease Negotiations.

Financial Consultant, Synovus Financial Corp. Valdosta, GA, 1993-1995.

- Retail Brokerage of Financial Products.
- Series 7 Licensed Investment Consultant

LICENSES/PROFESSIONAL ASSOCIATIONS:

Licensed General Contractor - Georgia, Alabama

Licensed Real Estate Broker – Georgia, Alabama

Licensed Real Estate Appraiser – Georgia (expired)

Summary of Past Activities:

Small builder/developer since 1999 operating as Capital City Development Group, LLC. Licensed as a contractor and real estate broker in GA and AL. Activities have included: assembling, rezoning, subdividing, and developing single and multi-family properties. Familiarity in dealing with architects, land planners, engineers, municipal planning officials, real estate brokers, homeowners associations, zoning attorneys, expeditors, and home buyers etc.

Sampling of past projects:

Fairhope, AL (2013-2019)

Knoll Park Residences/72 Fairhope Avenue:

Multi-family/Townhome Development: Assembled 18,000 sq. ft. downtown lot and city owned parcel (easement). Rezoned, planned, and developed 8-unit project (4 duplex buildings). Units priced at \$799k.

www.knollparkresidences.com

309 South School LLC

Purchased Single home in old / downtown Fairhope that encompassed 6 platted lots. Gained easement access approval from the City of Fairhope to access rear lots with easement access/alley. Installed all utilities. Currently building houses. See attached (Land plan and houses)

Various Spec and Custom Homes:

See attached (Bradley pics, Stanley, Cordina)

Atlanta, Ga.: (1999-2013)

The Metropolitan at Phipps

-Corner of Phipps Blvd and Longleaf Drive- Assembled three parcels, worked with NPU and local zoning attorney Doug Dillard to rezone property for an 11-unit townhome community (Metropolitan at Phipps). Oversaw all pre-development work. Sold "shovel ready" project prior to commencement.

Wieuca At Rickenbacker

-North Buckhead-Purchased 2 homes at the corner of Wieuca and Rickenbacker and subdivided into 4 lots. Sold developed lots to another developer/builder.

Windermere/Cumming, Ga./Newgate Townhomes

-Windermere, Cumming Ga.- Purchased from FDIC remaining parcel that previously was owned/developed by Hedgewood development prior to downturn. Reconfigured property and developed/sold remaining townhomes.

Howell Mill/Moores Mill

-Corner @ Howell Mill and Moores Mill-worked with partners to subdivide property into 4 lots.

North Buckhead / Whittington and Wieuca

-Purchased Parcel(s) at corner of Whittington and Wieuca Roads (across from Sarah Smith School). Developed property to accommodate 5 homes. Eliminated single drives and created private drive that made property operate like a small private subdivision.

Built the following homes on what was previously a single-family site:

4168 Wieuca Road

4158 Wieuca Road

4148 Wieuca Road

4016 Whittington Drive

4006 Whittington Drive

**North Buckhead / Stovall Terrace - Custom home.
(3940 Stovall Terrace)**

Other areas where I've operated:

Serenbe, Chattahoochee Hills, Madison, Ga., Lovango Cay, USVI

Other Atlanta Infill Projects

-Candler Park-

purchased lots from the DOT to build 5 single family homes (Terrace Avenue, North Avenue). (Addresses: 633, 629, 617, 601 Terrace Avenue)

-Inman Park/Waverly Way-

purchased DOT lot that required moving/rebuilding a major 30" sewer main. Built home. (946 Waverly Way)

-Decatur- McLendon Avenue –

Purchased Duplex, subdivided lots and built 2 homes.

-Collier Hills –

Collier Road and Walthall Drive. Subdivided lots and built homes.

-Chastain Park-

Lake Forest/Laurel Drive- Assembled 2 older lots/homes. Subdivided to create third lot with shared driveway. Built three homes.

14 Laurel Drive

3989 Lake Forest Drive

4001 Lake Forest Drive

-Peachtree Park-

built in-fill home.

-Brookhaven/Club Forest-

Built several in-fill homes including:

4595 Angelo Drive

4605 Angelo Drive

4659 Club Circle