

# 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 in the \$800's.

[www.knollparkresidences.com](http://www.knollparkresidences.com)

**309 South School LLC**

Purchased Single home in old neighborhood downtown Fairhope, AL. Redeveloped property with 6 lot subdivision. Currently under Construction. Units priced in the \$600's.

Other Notable Fairhope, AL Projects:

100 Glen Hardie Drive

120 Glen Hardie Drive

127 Glen Hardie Drive

**Atlanta, Ga.: (1999-2013)**

**The Metropolitan at Phipps**

Corner of Phipps Blvd and Longleaf Drive directly across the street from Phipps Plaza. Assembled three parcels, worked with the local neighborhood and NPU, along with local zoning attorney Doug Dillard to rezone property for an 11-unit townhome community (Metropolitan at Phipps). Worked with Smith Dalia Architects and Cablik Construction to launch this highly visible and successful in-fill development project.

**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 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 and sold remaining townhomes.

**Howell Mill @ Moores Mill, Buckhead, Atlanta**

Worked with partners to subdivide and develop one large lot into 4 single family lots at the corner of Howell Mill and Moores Mill Roads in -worked with partners to subdivide property into 4 lots.

**Whittington @ Wieuca, North Buckhead, Atlanta**

Purchased Property at the corner of Whittington and Wieuca Roads (across from Sarah Smith School). Developed property to accommodate 5 homes. Eliminated single drives and created private drive enhancing the small private subdivision feel of the community.

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**

**Other Notable Projects:**

**North Buckhead / 3940 Stovall Terrace**  
**Serenbe, Chattahoochee Hills, South Fulton, GA**  
**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

**Brookhaven**

**Club Forest-**

Built several in-fill homes including:

**4595 Angelo Drive**

**4605 Angelo Drive**

**4659 Club Circle**

**Peachtree Park-**

Subdivided lot and developed new home.