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Smith named head of capital markets at Atlantic Retail

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Boston, MA Atlantic Retail has named Justin Smith as the firm's head of capital markets. Smith has been one of the industry's top retail sales brokers, specializing in the disposition, advisory, and recapitalization of retail assets. In addition to enhancing Atlantic's Capital Markets team, Smith will augment their existing leasing platform.

Smith joins Atlantic from Newmark where he was a senior managing director in the firm's Boston office, responsible for coordinating retail investment sales throughout the country. He has amassed \$3.5 billion in sales volume covering commercial properties nationwide for pension fund advisors, private equity funds, REITs, developers, private high net worth individuals, 1031 exchanges, and foreign investors.

Atlantic's highly-talented, cohesive team of retail advisors across the country were a key driver in Smith's decision to join the firm. "Taking one of the most well-respected brands in retail real estate and being afforded the opportunity to grow a capital markets platform under its banner is what made this role so attractive," Smith said. "Atlantic Retail will give our clients a unique ability to marry leasing expertise with institutional transactional experience."

The firm's commitment to growing this service line was reinforced by Atlantic's Managing Partner Bryan Anderson when he stated, "Justin is widely recognized as one of the top investment sales brokers in the industry. His relationships and experience strengthen our platform and position it for further growth."

In addition to Smith, Atlantic is adding Christopher Peterson to the team as a Vice President. Peterson, who most recently oversaw acquisitions and dispositions for SITE Centers (NYSE: SITC), brings an institutional ownership perspective to the firm and will lead all underwriting initiatives and assist Smith in the expansion of the capital markets platform. Anderson said, "The combination of Smith and Peterson instantly gives us a comprehensive capital markets team that has the ability to develop and execute a disposition strategy of any size and scale." The two retail industry veterans will also be joined by Molly Lynch, who will serve as the group's analyst and be responsible for the coordination of transactional activities.

Outside of the office, Smith currently serves as the Chairman of the advisory board that oversees the NICU and Woman's Health Departments at Brigham and Women's Hospital. He also serves on the advisory board of The Real Estate Council of Boston College and the Friends of Colby Football board. Smith earned a Master of Business Administration degree from Boston College's Wallace E.

Carroll Graduate School of Management and a Bachelor of Arts degree in economics from Colby College.

About Atlantic: Atlantic Retail is a privately held retail brokerage firm with a 29-year record of successful representation of the nation's top retailers and landlords. With a team of more than fifty knowledgeable and dedicated brokers and support staff, Atlantic is committed to providing its clients with timely insight, well-informed strategies, and above-and-beyond service. Atlantic excels in the disciplines of investment services, portfolio disposition, tenant representation, and project leasing. Atlantic is based in Needham, MA with additional offices in Atlanta, GA; Charlotte, NC; Jupiter, FL; Los Angeles, CA and Pittsburgh, PA. Please visit www.atlanticretail.com for more information.

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