



CELEBRATING  
55 YEARS

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## **2023 Ones to Watch Rising Stars: Zack Smith, Horvath & Tremblay**

May 26, 2023 - Spotlights



Zack Smith  
Vice President

Number of years at firm: 4

One thing on my bucket list: Travel across Europe & Asia to try the different cuisines of each country.

When I am not working, I am: Enjoying time outside whether it be softball, golf, hiking, the beach or playing with my dog.

What recent project, transaction or accomplishment are you most proud of? I recently helped a client complete his 1031 exchange with the acquisition of a CVS in the Mid-Atlantic and a two-tenant retail center in the Southeast, both in A+ areas. I am proud of this transaction because I was able help my client out on multiple fronts – diversification, comfort, and flexibility all within his real estate portfolio and personal life. I was able to defer 100% of my clients' capital gains taxes, added significant basis to his depreciation schedule, increased his income, and put cash back in his pocket tax free through a refinance all while in a transitional market.

What makes this nominee a RISING STAR?

"Zack has flourished in his brokerage career due to his excellent work ethic and prioritizing his clients. He learned early on the importance of developing strong relationships and understanding his clients' needs so that he can provide maximum value and position himself to help them achieve their goals." - Bob Horvath, Executive Vice President at Horvath & Tremblay

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