

JEREMY SMITH

SENIOR ASSOCIATE
MULTIFAMILY INVESTMENT SALES

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JEREMY SMITH started his commercial real estate career in 2019 in the multifamily brokerage industry. Prior to joining Legacy Commercial Property Advisors, Jeremy was with McGraw Commercial Properties where his team closed \$178 million in Multifamily (MDU) Acquisitions in his first year, directly contributing \$85M via cold calling and relationship building. Furthermore, he united 4 different, unknown multifamily owners to facilitate a 3 property separate 1031 transaction of a combined \$55 million dollars. With an impressive background in technology sales, Jeremy is a service-driven, versatile and innovative professional, with extensive experience in telecommunications solutions, face-to-face marketing, and vendor relations. With his attention to detail and creative thinking, he is well equipped with in-depth knowledge of researching, developing and implementing strategies, programs, products, and processes to generate market leading results. He ardently pursues new relationships with multifamily and multiple dwelling owners, investors, and managers to become a trust colleague, advisor, and partner. In his free time, Jeremy enjoys traveling, golfing and fishing.

EXPERIENCE

- Legacy Commercial Property Advisors - Tulsa, OK
2022 to Present
- McGraw Commercial Properties - Tulsa, OK
2019 to 2022
- TM2 Technology - Tulsa, OK
2018 to 2020
- Logix Communications - Tulsa, OK
2013 to 2018

PROFESSIONAL AFFILIATIONS/COMMUNITY INVOLVEMENT

- Gatesway Foundation
- Broken Arrow Historical Society
- Wine, Eats, and Easels Charity Event

SIGNIFICANT TRANSACTIONS

- **Echo Trail - Tulsa, OK**
\$20,550,000
240 Units - 2021
Represented both Buyer and Seller
- **The Parker Apartment Homes - Edmond, OK**
\$23,200,000
220 Units - 2020
Represented both Buyer and Seller
- **Royal Orleans Apartments - Tulsa, OK**
\$9,120,000
220 Units - 2020
Represented both Buyer and Seller

CAREER HIGHLIGHTS

- Partnered with Mayo Clinic to design a UCaaS solution for Mayo's 21,000+ core employees
- Partnered with Church & Dwight (Arm & Hammer) to design a worldwide UcaaS system for over 100,000 users.
- Lead sales in the Tulsa market in first 5 months finishing 17th companywide with less than half the tenure of the top 25 employees
- Generating over \$18,000 in sales within first 9 months with Logix