



Paul Ray Smith

Executive Vice President

NAI Isaac Commercial Properties, Inc.

++(1 8)59 -224 2000

prsmith@naiisaac.com

Scope of Responsibilities

Paul Ray Smith joined NAI ISAAC Commercial Properties, Inc. as a leasing/sales associate in 1987 and has earned the confidence and trust of many top companies while assisting them in attaining their real estate goals. He specializes in the leasing, sales and management of retail, office and industrial properties throughout Lexington, Central and Southeastern Kentucky.

Background & Experience

Smith has been a licensed real estate associate since 1985. He has extensive experience and market knowledge in the leasing, sales and management of office, retail, and industrial projects including a strong track record of Landlord and Tenant Representation.

Professional Affiliations & Designations

Smith is an active member of the International Council of Shopping Centers (ICSC), NAI's Retail Council and other commercial real estate associations and organizations.

Educational Background

Smith is a graduate of Centre College with a Bachelor of Arts degree in Economics and Management.

Significant Transactions

2015 - Retail Lease: Starbucks, 3939 Bates Creek Road, Lexington, KY 1,996 sf, \$1,005,984 lease value. Represented Tenant. 2014 - Investment Sale: Brannon Crossing retail Lots #13 & #16, Nicholasville, KY. 12.63 acres for \$1.8M. NAI Isaac represented BBVA Compass Bank/Seller. 2013 Sale: 833 Lane Allen, Lexington, KY. 2,687 SF freestanding building on 1.15 AC, \$465,000 transaction value. Represented Seller. 2013 Retail Sale: Berea Shoppes (219 Prince Royal Plaza Drive) and Prince Royal Plaza (120 Prince Royal Plaza Drive), Berea, KY. 83,247 sf total, \$2,042,100 transaction value. Represented Seller. 2013 - Retail Sale: Grand Central Place Outlot, 2711 South Highway 27, Somerset, KY. 0.79 AC, \$595,000 sale value. Paul Ray

Smith & Jim Kemper represented the Seller, Linda Hassur and The Shopping Center Group represented the Buyer Hwy 27 Somerset KY, LLC. 2013 Retail Sale: South Elkhorn Village, Lexington, KY. 51,113 sf, \$3,800,000 transaction value. Represented Seller. 2013 Retail/Industrial Sale: 3000 Blake James Drive, Lexington, KY, 27,740 sf, \$3,000,000 sale value. Represented Seller. 2013 - Office/Industrial Lease: Lexington, KY. 100,000 sf, \$6M lease value. Represented Landlord on this long term lease. 2013 - Office Land Sale: 2368 Professional Heights Drive, Lexington, KY. 2.696 acres. \$815,000. Represented Seller. 2013 - Office Sale: Chase Tower, 201 E Main Street, Lexington, KY. 14-story, 240,000 sf. \$11,950,000. Represented Seller. 2010 - Retail Lease: Shenanigans Wine & Spirits, 501-577 South Broadway, Lexington KY. 4,950 sf, \$1,084,050 lease value. Represented Landlord. 2010 - Retail Sale: Pieratt's, Richmond Centre, Richmond, KY. 25,240 sf, \$2,775,000 sale value. Represented Seller. 2010 - Office Sale: Cumberland Medical Professional Bldg & Adjacent Lot, London, KY. 29,730 sf. bldg / 6.53 total acres \$3,030,000. Represented Seller, New Lexington Clinic, PSC in the sale of Cumberland Medical Professional Bldg. Represented Buyer, Rob Hill Properties, LLC, in the purchase of the adjacent lot. 2009 - Retail Sale: American Home Design, Lexington, KY. 38,614 sf, \$2,225,000 sale value. Represented Seller. 2009 - Retail Lease: Fan Outfitters, Tates Creek Centre, Lexington, KY. 7,030 sf, \$343,350 lease value. Represented Landlord. 2008 - Retail Lease: Creation Kingdom Early Childhood Education, Millpond Center, Lexington, KY. 11,480 sf, \$1,184,764 lease value. Represented Landlord. 2007 - Office Sale: Griffin Gate Plaza, Lexington, KY. 42,157 sf. \$4,422,500. Represented Seller, Four G Partners, LLC. 2007 - Land Sale: Suff's Furniture, Commerce Center, Nicholasville, KY. 0.95 acre outparcel. \$825,000. Represented Seller. 2007 - Industrial Lease: Sears, Brentwood Distribution Center, Lexington, KY. 18,705 sf, \$285,000 lease value. Represented Landlord. 2007 - Retail Sale: Starbuck's Coffee, Danville, KY. 1,853 sf, \$1,629,000 sale value. Represented Seller. 2007 - Retail Sale: Starbuck's Coffee, Somerset, KY. 1,853 sf, \$1,570,000 sale value. Represented Seller. 2007 - Retail Sale: Sam's Club, Commerce Center, Nicholasville, KY. 14.37 acres, \$5,820,000 sale value. Represented Seller. 2006 - Retail Lease: Starbucks, Commerce Center, Nicholasville, KY. 1,850 sf, \$874,125 lease value. Represented Tenant. 2005 - Land Sale: LBX Company, LLC, Buck Lane Property, Lexington, KY. 8.3 acres. \$1,035,987. Represented the Buyer. 2004 - Industrial Sale: CVNB Properties, London & Corbin, KY. 38,000 sf, \$1,515,000. Represented Seller. 2004 - Retail Lease: Jewelry & Handbag Warehouse, Towne Centre, Elizabethtown, KY. 25,000 sf, \$387,857 lease value. Represented Landlord. 2004 - Investment Land Sale: 2157 Sandersville Road, Lot 2, Lexington, KY. 5.94 acres, \$475,000. Represented Buyer. 2004 - Retail Lease: CiCi's Pizza, Richmond Mall, Richmond, KY. 4,625 sf, \$532,335 lease value. Represented Landlord and Tenant. 2004 - Retail Sale: 505 W. New Circle Road, Lexington, KY. 16,326 sf on 1.5 acres, \$689,888. Represented Seller. 2004 - Retail Lease: The Tile Shop, Woodhill Circle Plaza, Lexington, KY. 28,569 sf, \$2,214,098 lease value. Represented Tenant. 2004 - Retail Lease: Corky's, Hamburg Village, Lexington, KY. 4,530 sf, \$566,250 lease value. Represented Tenant. 2004 - Investment Sale: Schlotzsky's, 4756 Horton Road, Florence, KY. 1 acre,

\$1,613,750. Represented Buyer. 2003 - Office Lease: H & R Block, Alumni Office Park, Lexington, KY. 3,481sf, \$308,068 lease value. Represented Landlord. 2003 - Office Lease: Progressive Casualty Insurance, Alumni Office Park, Lexington, KY. 11,521 sf, \$999,729 lease value. Represented Landlord. 2003 - Industrial Sale: BFI, 289 Bluesky Parkway, Lexington, KY. 17,168 sf, \$525,000. Represented Seller. 2003 - Industrial Sale: 100 Industry Road, Richmond, KY. 90,000 sf, \$1,200,000. Represented Seller. 2003 - Industrial Sale: Plexus Corp., 701 Keeneland Drive, Richmond, KY. 106,000 sf/12.72 acres, \$2,000,000. Represented Seller. 2003 - Industrial Sale: Emerson Electric, 4550 Old Whitley Road, London, KY. 63,500 sf/5.8 acres, \$650,000. Represented Seller. 2003 - Office Lease: Beaumont Office Plaza, Lexington, KY. 4,795 sf, \$377,399 lease value. Represented Landlord. 2003 - Office Lease: Eagle Creek Office Centre, Lexington, KY. 3,310 sf, \$388,429 lease value. Represented Landlord. 2003 - Office Land Sale: Sir Barton Way Office Park, Lexington, KY. 1.45 acres, \$495,720. Represented Buyer. 2003 - Retail Land Sale: Tattersalls Square, Lexington, KY. 0.77 acres, \$500,000. Represented Seller. 2003 - Office Lease: First Horizon Home Loan, Alumni Office Park, Lexington, KY. 3,835 sf, \$345,150 lease value. Represented Landlord. 2003 - Retail Lease: Jumbo Buffet, 600 ByPass, Winchester, KY. 5,500 sf, \$900,000 lease value. Represented Tenant. 2003 - Office Lease: Dr. Gerson, Eagle Creek Office Center, Lexington, KY. 3,310 sf, \$388,429 lease value. Represented Landlord. 2003 - Land Sale: Arby's Franchisee, Campbell Property, Paris, KY. 1 acre. \$260,000. Represented Buyer. 2003 - Retail Lease: Jumbo Buffet, 262 W. New Circle Road, Lexington, KY. 6,008 sf, \$810,000 lease value. Represented Seller. 2003 - Office Lease: Beaumont Office Plaza, Lexington, KY. 4,795 sf, \$377,400 lease value. Represented Landlord. 2002 - Office Lease: University of Kentucky, Alumni Office Park, Lexington, KY. 6,615 sf, \$583,112 lease value. Represented Landlord. 2002 - Investment Sale: Advance Auto, 3715 Dixie Hwy, Elsmere, KY. 7,000 sf, \$919,896. Represented Buyer. 2002 - Retail Lease: Popeye's Chicken, Grand Central Place Shopping Center, Somerset, KY. 2,300 sf, \$399,268 lease value. Represented Landlord. 2002 - Retail Lease: Krystal's, Ridgefield Center, Danville, KY. 2,235 sf, \$395,520 lease value. Represented Landlord. 2002 - Office Land Sale: First Corbin, LLC, 2405 Sir Barton Way, Lexington, KY. 2.68 acres, \$897,800. Represented Buyer. 2002 - Retail Lease: DEAL\$, Towne Centre, Elizabethtown, KY. 8,000 sf, \$378,100 lease value. Represented Landlord. 2002 - Retail Lease: Popeye's Chicken, South Broadway Place, Lexington, KY. 1,440 sf, \$522,098 lease value. Represented Landlord. 2002 - Retail Lease: Sun Tan City, Beaumont Village Centre, Lexington, KY. 3,216 sf, \$305,520 lease value. Represented Tenant. 2002 - Retail Land Lease: Waffle House, 855 S. Broadway, Lexington, KY. 0.528 acres, \$364,360 lease value. Represented Tenant. 2002 - Retail Lease: Ulta Salon & Cosmetics, Southpark Shopping Center, Lexington, KY. 10,451 sf, \$672,060 lease value. Represented Tenant. 2001 - Office Lease: Clark Material Handling Company, Alumni Office Park, Lexington, KY. 35,418 sf, \$3,108,000 lease value. Represented Landlord. 2001 - Office Lease: FMC Dialysis, 171 N. Eagle Creek Drive, Lexington, KY. 6,668 sf, \$815,000 lease value. Represented Landlord & Tenant. 2001 - Retail Lease: South Broadway Marketplace, Lexington, KY. 11,616 sf, \$618,000 lease

value. Represented Landlord. 2001 - Retail Lease: Popeye's Chicken, 4000 Nicholasville Road, Lexington, KY. 2,380 sf, \$753,720 lease value. Represented Landlord. 2001 - Retail Lease: Popeye's Chicken, 172 Imperial Way, Nicholasville, KY. 2,716 sf, \$432,456 lease value. Represented Sub-Landlord. 2001 - Retail Lease: Party Universe, Tiverton Shoppes, Lexington, KY. 9,000 sf, \$664,118 lease value. Represented Tenant. 2001 - Retail Lease: Corky's BBQ, Shoppes at Tiverton Crossing, Lexington, KY. 4,000 sf, \$380,000 lease value. Represented Tenant. 2001 - Office Lease: Metlife, Alumni Office Park, Lexington, KY. 3,651 sf, \$323,175 lease value. Represented Landlord. 2001 - Retail Land Sale: Wagner Estates, Nicholasville, KY. 3.257 acres, \$425,000. Represented Buyer. 2001 - Office Lease: FMC, Eagle Creek Office Center, Lexington, KY. 6,668 sf, \$744,482 lease value. Represented Landlord. 2001 - Office Lease: Humana, One Plaza East, Lexington, KY. 8,869 sf, \$852,163 lease value. Represented Landlord. 2000 - Office Lease: Morgan Stanley Dean Witter, Alumni Office Park, Lexington, KY. 11,000 sf, \$2 million lease value. Represented Tenant. 2000 - Retail Land Lease: Bank One, Hamburg Place, Lexington, KY. 1.4 acres, \$1.85 million lease value. Represented Tenant. 2000 - Office Lease: Allstate, 1525 Bull Lea Road, Lexington, KY. 9,166 sf, \$1,129,251 lease value. Represented Landlord. 2000 - Office Lease: Tates Creek Family Practice, Tates Creek Office Center, Lexington, KY. 2,036 sf, \$300,000 lease value. Represented Landlord. 2000 - Office Lease: Pitney Bowes, 2801 Palumbo Drive, Lexington, KY. 6,095 sf, \$533,312 lease value. Represented Landlord. 2000 - Office Lease: HMR, Tates Creek Office Center, Lexington, KY. 4,953 sf, \$395,000 lease value. Represented Landlord. 2000 - Retail Lease/Build-to-Suit: Buffalo Wild Wings, 3190 Todds Road, Lexington, KY. 5,600 sf, \$1,448,160 lease value. Represented Tenant. 2000 - Retail Lease: Gold Star Chili, Hamburg Pavilion, 1900 Plaudit Place, Lexington, KY. 0.94 acre, \$1,678,809 lease value. Represented Tenant. 2000 - Retail Lease: Fashion Bug, Richmond Mall, Richmond, KY. 8,500 sf, \$796,875 lease value. Represented Landlord. 2000 - Retail Lease: Family Dollar, Richmond Mall, Richmond, KY. 12,000 sf, \$312,500 lease value. Represented Landlord. 2000 - Office Lease: AT&T Media, One Plaza East, Lexington, KY. 13,916 sf, \$1,224,878 lease value. Represented Landlord. 2000 - Office Lease: Arch Wireless, Alumni Office Park, Lexington, KY. 5,541 sf, \$498,690 lease value. Represented Landlord. 1999 - Office Lease: Morgan Stanley Dean Witter Alumni Office Park, Lexington, KY. 11,000 sf, \$2,040,974 lease value. Represented Tenant. 1999 - Retail Lease: BW3's, Richmond Mall, Richmond, KY. 5,552 sf, \$587,310 lease value. Represented Landlord. 1999 - Retail Lease: Powertel, 3080 Richmond Road, Lexington, KY. 5,750 sf, \$743,950 lease value. Represented Landlord & Tenant. 1999 - Retail Lease: Panera Bread, French Quarter Square, Lexington, KY. 3,700 sf, \$800,000 lease value. Represented Landlord. 1999 - Office Lease: LBX, Alumni Office Park Lexington, KY. 13,000 sf, \$1.5 million lease value. Represented Landlord. 1999 - Retail Lease: Talbot's, McBride Lane Shopping Center, Paducah, KY. 4,295 sf, \$730,150 lease value. Represented Landlord. 1999 - Retail Sublease: McCrory's, 401 Race Street, Lexington, KY. 6,940 sf, \$772,485 lease value. Represented Landlord. 1999 - Retail Land Lease: Arby's, 1949 Plaudit Place, Lexington, KY. 0.81 acre, \$862,500 lease value. Represented Tenant. 1999 - Office Lease: Secret Service, Beaumont Office

Park, Lexington, KY. 3,267 sf, \$574,502 lease value. Represented Tenant. 1999 - Office Lease: Green Tree, Alumni Office Park, Lexington, KY. 6,327 sf, \$546,336 lease value. Represented Landlord. 1999 - Retail Investment Sale: Buckhorn Plaza, 3479 Buckhorn Drive, Lexington, KY. 12,081 sf, \$325,000. Represented Seller. 1999 - Office Lease: Central KY Research Associates, Inc., 2801 Palumbo Drive, Lexington, KY. 5,000 sf, \$410,000 lease value. Represented Landlord. 1998 - Retail Lease: Hollywood Entertainment, 407 New Circle Road, Lexington, KY. 7,000 s.f., \$1.5 million lease value. Represented Tenant. 1998 - Retail Land Lease: Landry's Seafood, 2326 Nicholasville Road, Lexington, KY. 2.3 Acres, \$2.6 million lease value. Represented Tenant. 1998 - Retail Lease: Powertel, 1915 Nicholasville Road, Lexington, KY. 6,400 sf, \$262,200 lease value. Represented Landlord & Tenant. 1998 - Retail Lease: Men's Warehouse, Nicholasville Road, Lexington, KY. 4,000 sf, \$291,280 lease value. Represented Tenant. 1998 - Office Sale: KY Cattleman Association, Pasadena Drive, Lexington, KY. 5,250 sf, \$385,000. Represented Buyer. 1998 - Retail Lease: Gateway Country Stores, Regency Centre, Lexington, KY. 10,810 sf, \$715,500 lease value. Represented Tenant 1998 - Retail Lease: Shoe Carnival, Owensboro, KY. 12,028 sf, \$264,000 lease value. Represented Landlord. 1998 - Retail Lease: Cato, Owensboro, KY. 5,250 sf, \$223,125 lease value. Represented Landlord. 1998 - Office Lease: Employer Services, Griffin Gate Plaza, Lexington, KY. 3,125 sf, \$234,375 lease value. Represented Landlord. 1998 - Office Lease: KY Department of Mental Health Studies, Griffin Gate Plaza, Lexington, KY. 1,996 sf, \$74,850 lease value. Represented Landlord. 1998 - Office Lease: Credit Bureau Systems, Griffin Gate Plaza, Lexington, KY. 3,733 sf, \$233,313 lease value. Represented Landlord. 1998 - Office Lease: Clintrials, Southcreek Park, Lexington, KY., 32,251sf, \$2,123,725 lease value. Represented Tenant. 1998 - Industrial Lease: Airborne Express, Enterprise Park, Lexington, KY. 3.9 acres build-to-suit, \$1.2 million lease value. Represented Tenant. 1997 - Retail Sale: Perkins, Ruby Tuesday's, Highway 192 @ I-75, \$1.1 million. London, KY. Represented Seller. 1997 - Office Lease: IBM, PNC Bank, 455 Park Place, Lexington, KY. 118,095 s.f., \$4 million lease value. Represented Landlord. 1997 - Retail Investment Sale: Providian/Commonwealth Life Insurance Co., Prince Royal Plaza, Berea, KY. 69,397 sf, \$995,000. Represented Seller. 1997 - Retail Lease: Atlanta Bread Co., Simpson Center, Lexington, KY. 3,500 sf, \$1,451,375 lease value. Represented Tenant.