



Paul Ray Smith

Executive Vice President

NAI Isaac

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Scope of Responsibilities

Paul Ray Smith, Jr. has been an integral part of NAI Isaac since 1987, where he began his career as a leasing/sales associate. Over the years, he has earned the confidence and trust of top companies, helping them achieve their real estate goals. As Executive Vice President, Paul Ray has overseen and facilitated numerous major projects, successfully negotiating the close of many sales and leases during his impressive 36-year tenure with the company. He also serves as a leader and mentor to the company's sales, leasing, and management staff.

Background & Experience

Paul Ray has been a licensed real estate associate since 1985 and possesses extensive experience and market knowledge in the leasing, sales, and management of office, retail, and industrial projects. With a strong track record of Landlord and Tenant Representation, Paul Ray has held numerous receivership assignments, where he has facilitated compliance, minimized losses, preserved and/or increased property values, and mitigated risk for clients he represents. Notably, Paul Ray has acted as a receiver for Heritage Bank, First Financial Bank, and C-III.

Professional Affiliations & Designations

Paul Ray 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

A graduate of Centre College, Paul Ray obtained a Bachelor of Arts degree in Economics and Management. He has also attended numerous real estate courses, specializing in real estate analysis, investment real estate, receivership protocols, development, contract and lease law, and the management of brokerage of commercial real estate.