

**Heidi Adams**

Senior Advisor

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## Scope of Responsibilities

As a Senior Advisor, Heidi brings over three decades of diverse commercial real estate experience to the NAI Investment Group. Having transacted in all major asset classes, she

possesses an innate ability to fully analyze projects and effectively guide owners and investors through a series of detailed steps to reach overall goals. Heidi's diverse experience

in asset management, construction, build-to-suit development and deal syndication allows her to put a unique eye on every transaction. Her wealth of knowledge has been invaluable

in meeting the needs of her clients, guiding the process through marketing, complex contract negotiations, due diligence and closing.

## Background & Experience

Prior to practicing here in Tennessee, Heidi spent over 23 years in the commercial real estate industry in Central Florida. She last served as a Director of Brokerage and Asset

Management for Taurus Southern Investments, a German investment firm, where she was responsible for brokerage activities and asset management of over 2.5 million square feet of high-tech office and flex products in Central Florida and Jacksonville. The Taurus team was responsible for the development of the first USGBC LEED Gold Flex Project in Central Florida and Heidi played an integral part in the success of this project. Additionally, Heidi was tasked with the analysis of potential acquisitions and as a member of the Taurus disposition team handled the sale of assets once they had reached the designated hold period for the investor group. During her five years with Taurus, Heidi was directly involved in over \$291 million in real estate transactions. Heidi was recognized by the Florida Real Estate Journal as a 2008 Top Woman in Commercial Real Estate and by CoStar as a 2006 Top Office Broker. Additionally, Heidi was recognized by the Orlando Business Journal as one of Orlando's "40 Under 40" in 2007. Since joining NAI, Heidi has been consistently ranked among the highest producers at the firm. She was named as the firm's Top Producer for the years 2016, 2017 and 2018; an honor achieved by closing the highest dollar volume of transactions for the year company wide. Additionally, Heidi was recognized by the East Tennessee CCIM Chapter and the Knoxville Area Association of Realtors as the Top Multifamily Broker and Commercial Broker of the Year for 2018.

## Professional Affiliations & Designations

Heidi is a licensed real estate broker in both Tennessee and Florida.