

**Edward Schmidt**

Co-Chairman

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## Scope of Responsibilities

Tenant Representation: Represented corporations, Professional Associations and government agencies in the analysis, evaluation, negotiation and close of commercial leases for more than 3,000,000 square feet throughout the South Florida area. Landlord Representation: Created detailed marketing plans for commercial projects including initial lease up, financing, and sale of the asset. Have and/or currently represent over 3,000,000 square feet of commercial projects throughout South Florida. Acquisitions: Identify, analyze, negotiate, contract, underwrite and prepare underwriting report for clients. Close transaction consistent with client's objectives. Since 1986, participated in acquisitions of shopping centers, office buildings, industrial properties and apartment communities. Financing: Represented owners in acquisition, refinancing and construction financing for commercial properties throughout South Florida. Consultation: Work with international and domestic client base. Duties include conducting field work and preparing reports of physical condition, financial performance of subject property and/or general market; identifying and recommending revenue enhancing and cost savings concepts to maximize investment return; determining current leasing strategies, analyzing adequacy, and, identifying and recommending modifications; identifying and recommending practical and financial feasibility of potential capital expenditures and new lease transactions; assisting with and/or preparing cash projections in conjunction with restructuring of debt; determining adequacy of buy-out offer, estate value or limited partnership interest value; and providing testimony pertaining to engagement.

## Background & Experience

Receiverships Capital Bank, NA vs. Insure All Insurance Agency - Appointed by court as receiver for 18 unit apartment building in Hollywood, FL during pendency of foreclosure action. Capital Bank, NA vs. Presto International - Appointed by court as receiver for 14,402 square feet of office condos in 22,000 square foot office building in Miami, FL during pendency of foreclosure action. Bayview Loan Servicing vs. Libardo Lopez - Appointed by court as receiver on 2,406 square foot office/warehouse in the Doral area of Miami during pendency of foreclosure action. NAFH National Bank vs. Susana Shames - Appointed by court as receiver on 8 unit apartment building in North Miami Beach, FL during pendency of foreclosure action.

## Professional Affiliations & Designations

Certified Commercial Investment Member (CCIM) University of Miami  
Citizen's Board National Association of Industrial and Office Properties  
(NAIOP) International Council of Shopping Centers (ICSC) Jewish  
Community Services of Dade County Board Member Temple Beth Am  
Board Member University of Miami Alumni Association Greater Miami  
Jewish Federation, Real Estate Division Temple Beth Am Board Member

### Educational Background

B.B.A. in Finance, University of Miami

### Significant Transactions

NW 36 Street Center. Represented buyer in the purchase of a 125,000 square foot, 3 building office park. Royal Oaks Plaza, Miami, Florida. Represented buyer in the purchase of a 165,000 square foot Winn Dixie anchored shopping center. Kendall Summit, Miami, Florida. Represented seller in the disposition of a 85,000 square foot office park. Plaza West, Kendall, Florida. Represented seller in the disposition of a 100,000 square foot shopping center. Citibank Building, Dania, Florida. Represented buyer in the purchase of a 65,000 office building. Honeywell Building, Miami Lakes, Florida. Represented buyer in the purchase of a 52,000 square foot office building. Tiger Direct/Systemax, Miami, Florida. As tenant representative, negotiated lease and options for over 250,000 square feet of office and retail space throughout the United States and Canada. Plaza 57, South Miami, Florida. As Landlord's representative for this 65,000 square foot office and retail condominium building, sold and/or leased 100% of building pre-construction. Fleet Financial Group, Miami, Florida. As tenant representative, negotiated lease and options for 40,000 square feet of office space comprising an entire building in the Koger Executive Center in West Miami Dade. Levi Strauss and Company, Miami, Florida. As tenant representative, negotiated lease and options for 15,000 square feet of office space in Miami Lakes, Florida. Miami Lakes Corporate Center, Miami Lakes, Florida. As landlord's representative for this 75,000 square foot class "A" office building, brought occupancy from 50% to 100% in a weak market. Offices In The Lakes, Miami Lakes, Florida. As landlord's representative for this 60,000 square foot building, brought occupancy from 15% to 95% within 8 months. Venture Centre, North Miami Beach, Florida. As owner representative, worked with owner in the development and lease-up of two 30,000 square foot, class "A" office buildings. Lease up was completed within six (6) months of receiving a certificate of occupancy for each building. Kendall Summit Executive Office Park. Represent owner in the lease up and disposition of a five (5) building suburban office park in Miami, Florida. Royal Oaks Plaza Inc., Florida. Secured permanent financing for a 165,000 square foot Winn Dixie anchored shopping center with Mellon/United National Bank. Hampton Inn, Coconut Grove, Florida. Secured permanent financing for a 132 room Hampton Inn. D.M.K. Properties, Miami, Florida. Secured permanent financing for a 175,000 square foot multi tenant warehouse facility with John Hancock Life Insurance Company. Kendall Summit Development Corporation, Miami, Florida. Secured permanent financing for an 85,000 office park in Kendall Florida with Manulife Financial. Hallmark of Hollywood, Hollywood, Florida. Secured financing for 57,000 square foot office and retail condominium conversion.