



Matt Fentress, CCIM, CPM, RPA, SIOR

Senior Advisor

NAI Koella RM Moore

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Scope of Responsibilities

Over 25 years experience in the real estate business, specializing in the sale and lease of office properties and investment real estate. Background in developing, managing and leasing of office and industrial properties. Recognized as a leader in the field of office leasing and management; skilled in orchestrating negotiations between tenants, landlords, banks, governing entities, CPAs, attorneys and engineers to achieve common goals. Successful history of turning around distressed buildings and implementing successful leasing programs

Background & Experience

- 2002 to Present - NAI Knoxville formerly NAI Collins, Sharp & Koella Inc. - Broker, RPA, CPM, CCIM, SIOR
- 1997 to 2002 - Parkway Realty Services, Knoxville, TN - Regional Manager/Leasing Manager
- 1993 to 1997 - JMB Realty/Heitman Properties, Knoxville, TN - General Manager/Leasing Agent
- 1992 to 1993 - IBEX Management Company, Coral Gables, FL
- 1989 to 1992 - JMB Realty Services, Coral Gables, FL
- 1988 to 1989 - Hollywood, Inc., Hollywood, FL - Land Developer
- 1987 to 1988 - Floyd D. Cerf Company, Hallandale, FL - Commercial Real Estate Brokerage
- 1983 to 1986 - Lexington Development Company, Houston, TX - Land Development

Professional Affiliations & Designations

- 2012 President - Knoxville CCIM Chapter Member & Board Member CCIM,
- Knoxville Chapter Member NAI Global Investment Council
- Former President, Institute of Real Estate Management, Chapter 57
- Former Board of Directors and Chairman, Knoxville Central Business Improvement District
- Former Member, Fee Dispute Resolution Committee, Knoxville Bar Association
- Former Chair, Knoxville Parking and Transportation Committee
- Former Committee Member, Downtown Development Incentive
- Committee Member, Knoxville Area Chamber Partnership
- Former Member - Knoxville Area Chamber Partnership - Executive Council
- Former Member of the Board of Directors of the Knoxville Area Chamber Partnership Institute of Real Estate Management, Chapter 57 Building Owners and Managers Association

Educational Background

- B.B.A., Management, University of Houston, 1983
- University of Houston, Continuing Education, Real Estate
- Building Owners and Managers Association (BOMA)
- Real Property Administrator (RPA)
- Institute of Real Estate Management (IREM)
- Certified Property Manager (CPM)
- CCIM Institute, Certified Commercial Investment Member (CCIM Designee)

Significant Transactions

- 100,000 SF Office Bldg, Knoxville, TN \$25.5 Million
- 54,000 SF Office Bldg, Knoxville, TN \$14.7 Million
- 109,264 SF Office Bldg, Knoxville, TN \$3.25 Million
- 46,636 SF Office Bldg, Knoxville, TN \$1.52 Million
- 167,376 SF (4 Office Bldgs) - Part of DOE Reservation, Oak Ridge, TN \$3.5 Million
- 104,000 SF Office Lease - First Tennessee Bank