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## **NASHVILLE COMMERCIAL ADDS WARREN SMITH AS CEO**

### **Experienced Real Estate Exec To Head Firm's Growth**

*(Nashville, Tenn., December 22, 2008)*---Nashville Commercial | Cushman and Wakefield Alliance announced today that Warren D. Smith III, principal of Mid South Financial Corporation (MSF), has joined Nashville Commercial as chief executive officer and a shareholder of the leading commercial real estate firm, according to Terry W. Smith, SIOR, principal.

The news strengthens the overall capabilities of the firm, which specializes in office, industrial brokerage and other services in middle Tennessee and other parts of the state. Smith has helped build MSF into a major real estate holding company, which manages over 600,000 square feet of commercial space with notable addresses such as Noel Place Office Building, Gateway Building and Overlook Building. The property management and related activities of MSF will become part of Nashville Commercial through the terms of this agreement.

As chief executive officer with no brokerage responsibilities, Smith will focus on developing the firm's overall portfolio and directing its continued growth. "This enables our producers to stay focused on their strengths in real estate leasing and management."

T. Smith said that W. Smith's experience and philosophy mirror Nashville Commercial's and that he and his talents will be valuable additions to the firm's team. "Our firm was established and has grown by providing exceptional real estate insight and counsel and combining that with the highest level of customer service and integrity. Warren's career has demonstrated these same characteristics, which makes this partnership a beneficial one for Warren and the firm. We are excited about what his skills and leadership mean for the ongoing growth and success of everyone involved in Nashville Commercial."

"I am honored and excited to work with the strong team of real estate professionals that Nashville Commercial has assembled," W. Smith stated. "We have the individuals and the client base to expand our current activities and, more importantly, to provide a high level of integrity in the commercial real estate services arena. I am proud of the accomplishments of MSF in maintaining strong client relationships over the past five years and am looking forward to this transition to the larger platform that Nashville Commercial provides."

T. Smith said that one of the advantages of the relationship is W. Smith's continued ownership and involvement in Q10/Vista Commercial Mortgage Group, which remains an independent entity. "In these challenging economic times, this capital market knowledge will be a valuable addition to the Nashville Commercial capabilities." The company has offices in Nashville and

Memphis with a mortgage production staff of seven; with veteran real estate professionals such as Jim Gunn, Steve Wood, and Todd Friedenber g in Nashville and Rob Threlkeld in Memphis. W. Smith will remain activity engaged in Q10/Vista with an emphasis on achieving a profitable affiliation with Nashville Commercial. Q10/Vista is part of Q10 Capital, a national leader in commercial real estate capital, having originated more than \$17 billion in commercial real estate loans in the past three years and currently servicing over \$18.3 billion.

W. Smith said that he is stepping down as president of Q10/Vista with Todd Friedenber g, a principal with the firm, assuming the role of President. "I have the highest confidence in Todd's abilities. He has a proven track record of quality loan production that will only be enhanced by the future collaboration with Nashville Commercial. I have the goal of capitalizing on the synergies between Nashville Commercial and Q10/Vista for the benefit of each firm's employees and clients."

W. Smith brings over 20 years of real estate experience to this position. A graduate of the University of the South, Smith started his career with MassMutual Real Estate Investment before earning his MBA from the Fuqua School of Business at Duke University. He subsequently worked in the Energy Division of NationsBank's Corporate Finance Department before becoming a partner of MSF. There he has served as the company's president of both Mid South Financial Commercial Real Estate and Q10/Vista.

Nashville Commercial | Cushman and Wakefield Alliance is a full-service commercial real estate firm specializing in office, industrial brokerage, property management, valuation services, as well as land and investment sales. The firm leases and/or manages 22 properties totaling approximately three million square feet of commercial property in Tennessee. Nashville Commercial is an independently owned and operated member of the Cushman & Wakefield Alliance. Through its partnership with Cushman & Wakefield, Nashville Commercial provides its clients with real estate solutions globally while focusing on solutions for middle Tennessee, particularly Nashville, in addition to Knoxville and Chattanooga.

In addition to T. Smith, principals of the firm include Brent G. Basham, Richard A. Fleming, Brittany Lorenzi, William R. Lyell, Arthur W. McWilliams, and Buist Richardson McWilliams, Smith and Fleming have long-standing ties to Cushman & Wakefield.