

T. Dallas Smith

Founder and CEO | T. Dallas Smith & Company



Dallas is the Founder and Chief Executive Officer at T. Dallas Smith & Company. He leads the firm's branding and strategy efforts, which includes creating & overseeing all new business verticals within TDS&Co that align with the company's core business.

Dallas began his commercial real estate career in 1982 at Atlanta Air Center Realty under the guidance of Thomas W. Tift, Jr. as leasing and management representative for the portfolio. In 1989, he became the first African American broker at Cushman & Wakefield of Georgia. His affiliation with the company opened doors for many minority brokers. In 1995, he pioneered the brokerage division for H.J. Russell & Company, an African American-owned construction and management firm, where he served as VP of the Brokerage Division. In 2006, with the blessing of the late Herman J. Russell, Dallas opened T. Dallas Smith & Company, specializing in tenant representation. T. Dallas Smith & Company has led projects across the country with metrics exceeding more than eight million square feet of tenant and buyer representation in office and industrial space, and more than five thousand acres of land acquisitions. Since its inception, the team has grown exponentially, and with their combined experiences have successfully led

transactions totaling over \$16 billion in aggregate value. Dallas is an innovator and thought leader in the commercial real estate community and is intentional about cultivating and developing diverse talent to help shape the commercial real estate industry.

EDUCATION

Georgia State University, Bachelor of Business Administration (Marketing)

MEMBERSHIPS

- Atlanta Commercial Board of REALTORS®:
 - Million Dollar Club member & President-elect for 2023
- Board of Regents of the University System of Georgia:
 - Regent; Real Estate & Facilities Committee: Chairman
- Georgia Higher Education Facilities Authority
- Georgian's First Commission: Commissioner
- Leadership Atlanta – Class of 1996
- Metro Atlanta Chamber of Commerce – Board Member
- University System of GA Real Estate Foundation Manager, LLC:
 - Board Member
- Westside Future Fund – Board Member
- Georgia Department of Economic Development:
 - former Board Member
- Georgia State University Foundation Board:
 - former Real Estate Committee Chair

HONORS AND AWARDS

- 100 Most Influential Georgians for 2022 & 2021;
- 2022 Georgia 500, GeorgiaTrend Magazine
- 2022 & 2021 Atlanta 500, Atlanta Magazine
- Atlanta Business Chronicle: Most Admired CEO (2021 & 2017)
- Atlanta Business League – 2021 Entrepreneur of the Year
- Atlanta Commercial Board of REALTORS®:
 - #7 Top Land Producer in 2021;
 - #8 Top Office Tenant Producer in 2021
- 2021 Alvin B. Cates Award recipient; 2018 Realtor of the Year
- Microsoft Supplier Program (MSP) Prestige Award recipient: 2021 Rookie of the Year