



FOR IMMEDIATE RELEASE

David A. Reed Joins Smith Equities Corporation as Land Broker and Development Consultant

ORLANDO, FL – September 14, 2023 – Smith Equities Corporation (www.smitheq.com), a premier figure in commercial real estate, is proud to announce the addition of David A. Reed, a seasoned professional in real estate construction, development, land acquisitions, and asset management, to its team. He will serve as a land broker and development consultant.



Mr. Reed, a resident of Longwood, FL, boasts an impressive record of both domestic and international real estate achievements. Over the course of his career, Reed has overseen the construction and development of a plethora of high-stakes projects such as luxury apartment communities, high-rise condominiums, student housing, and more. His experience extends to roles such as Managing Director at Middleburg Communities and President at Reed Companies Inc., where he was integral in every stage of the development and construction process.

In his previous role as Managing Director of Development for Florida at Middleburg Communities, Reed was in charge of the company's single-family for rent (aka BTR) and conventional multi-family development activities across Florida. This role underlined his knack for ensuring strategic regional growth while maintaining punctuality and the financial robustness of developments.

Reed's qualifications aren't limited to his on-the-field experience. His educational background includes degrees in Architectural Engineering and Civil Engineering. Furthermore, he holds numerous state-level contracting and real estate licenses, adding depth to his professional prowess.

Teaming up with Robert E. Smith, CCIM, Founder of Smith Equities Corporation, this collaboration signifies a forward momentum for the company in the commercial real estate domain.

Robert E. Smith remarked, "David's extensive background and hands-on approach in the realms of construction, development, and land acquisition will undeniably elevate our team's capabilities. His entry into our company marks a promising era."

Echoing these sentiments, David Reed stated, "Aligning with Robert and Smith Equities Corporation is a monumental moment in my career. Their esteemed reputation in the industry resonates with my own aspirations, and I'm eager to foster the company's growth."

About Smith Equities Corporation:

Smith Equities Corporation has been a cornerstone in the commercial real estate industry for over 33 years, standing as an emblem of professionalism, innovation, and integrity. As a boutique commercial broker, the company specializes in land brokerage and multifamily development consultation. Smith Equities has been a trailblazer in the market, selling the first condo development site in Downtown Orlando in 1999, revitalizing a market that had been dormant for nearly two decades. In November 2004, the company also sold the first condo conversion in the Metro Orlando area, a sale that ignited a market boom leading to widespread apartment-to-condo conversions until the onset of the Great Recession in 2009. Additionally, Smith Equities sold a shopping center and three apartment development sites near the new Epic Universe theme park, anticipating the emergence of Kirkman Road as the new corridor connecting Universal Studios to Epic Universe—long before most multifamily developers caught on. The torch in our logo symbolizes this pioneering spirit. Involved in over 227 transactions covering more than 34,000 multifamily units, the company is helmed by its visionary founder, Robert E. Smith, CCIM. Smith Equities is now expanding its offerings to include 3rd party consulting services for owners of commercial land, led by experienced developer David Reed. For more details, visit <http://www.SmithEq.com/dar.html>.

For media inquiries, please contact:

Robert E. Smith, CCIM Broker/Founder
Smith Equities Real Estate Investment Advisors (SEREIA) – Multihousing Investments
350 East Pine Street | Orlando, Florida | 32801

Direct: +1 407-807-0216 | C: +1 407-496-8575

RSmith@SmithEq.com

www.SmithEq.com

David A. Reed, Senior Investment/Development Advisor
Smith Equities Real Estate Investment Advisors (SEREIA) – Multihousing Investments
350 East Pine Street | Orlando, Florida | 32801

Direct: +1 407-807-0301 | Cell: +1 407-448-8711

DReed@SmithEq.com

www.SmithEq.com/dar.html

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