

R.L. "Biff" Smith

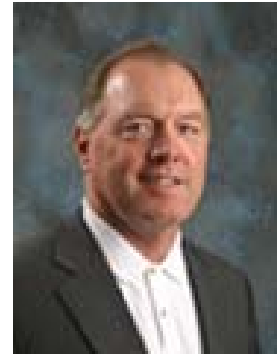
Executive Vice President

Biff has been a top producer in the Southern California commercial real estate industry since he first joined Collins Commercial in 1983. He has sold or leased in excess of \$1 billion in commercial real estate over the past 10 years. This represents over 8.5 million square feet of buildings and over 600 acres of commercial / industrial land.

With the recent merger of Collins with DAUM, Biff now is one of the top producers in a 106 year old industrial brokerage company with over 130 brokers in 9 offices throughout Southern California and Phoenix. Biff is connected with over 50 top regional brokerage companies throughout North America, Mexico and Europe through DAUM's affiliation with ONCOR International.

Through Biff's extensive market knowledge and the many trusted relationships he has earned over his years in the business, Biff has contributed to the bottom line of large institutional clients such as Metropolitan Life, General Motors, Warner Lambert, Security Capital, Kilroy Realty, Home Depot, Prologis Trust and NYK Logistics. He has also provided valuable real estate solutions to many regional and local Southern California companies.

Biff is a licensed California real estate broker. He has a masters degree in political science from California State University, Fullerton. Biff was the 2009 Top Producer for Collins Commercial Corporation. He is a great example of what an extraordinary broker can do for their clients even in one of the worst economies in recent history.



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Selected Client List:

**Metropolitan Life
General Motors
Warner Lambert
Security Capital
Kilroy Realty
Home Depot
Prologis Trust
NYK Logistics**

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