

Corey Ferguson

PRINCIPAL, VICE PRESIDENT | T. DALLAS SMITH & COMPANY



YEARS OF EXPERIENCE

19+ years

AREAS OF EXPERTISE

Office
Industrial
Retail

ADDITIONAL SKILLS

Project Management
Contract Negotiations
Financial Modeling

PROFICIENCIES

CoStar
Esri (GIS) Software
Microsoft Office Suite

ROLE & RESPONSIBILITIES

Corey's primary responsibility is to assist corporate clients in identifying, analyzing and securing real estate solutions that align with company objectives and goals. He provides written synopses based on the data retrieved and recommendations to assist clients in making informed decisions.

WORK EXPERIENCE

With over 19 years of commercial real estate experience, Corey has been instrumental in helping small and large businesses align their objectives with their real estate requirements. He has led or had material participation in commercial real estate transactions totaling over \$100 million. He has extensive experience in forecasting, analysis, project management, site selection and contract negotiation. Corey began his career with Colliers International as an Asset Manager overseeing the day-to-day operations of a Class A and B office and retail portfolio totaling over one (1) million square feet. Corey also served as Senior Leasing and Property Manager for SugarOak Holdings, a privately-owned commercial real estate investment firm based out of a Herndon, VA, where he was assigned an Atlanta office portfolio consisting of approximately 200,000 square feet. He went on to serve as a corporate real estate specialist with Kimberly-Clark Corporation overseeing transactions both state-side and internationally. Corey's vast experience in the commercial real estate arena has positioned him as a thought-leader and innovator in the industry.

EDUCATION

- University of Alabama, Bachelor of Science (Finance)

MEMBERSHIPS, HONORS AND AWARDS

- Atlanta Commercial Board of REALTORS® - Board of Directors; Mentorship Committee - Chair; Diversity Committee - former Chair; 2020 President Award; December 2020 Member of the Month; Million Dollar Club member (#7 Top Land Producer and #8 Top Office Tenant Producer in 2021); 2021 Alvin B. Cates Award Recipient
- Certified Commercial Investment Member (CCIM)
- Cobb Chamber of Commerce
- CoreNet Global, Inc.
- Empire Board of Realtists - former Commercial Council Chair
- Leadership Cobb
- Microsoft Supplier Program (MSP) Prestige Award recipient – 2021 Rookie of the Year
- National Association of REALTORS®
- RealNex Product Advisory - Board Member
- Ron Clark Academy - Board Member
- State Board of the Technical College System of Georgia - Board Member
- The Dave Krache Foundation - Board Member
- University of Alabama Football Letterman
- University of Alabama Red Elephant Club

