



## Lee Norman

Senior Vice President

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Lee Norman rejoined George Smith Partners in March 2022. As a seasoned real estate capital advisor, he has negotiated and closed multiple billions of complex commercial real estate capital structures over a 30-year career. He has closed highly structured senior, mezzanine, and equity financing transactions for all major property types including multifamily, office, industrial, retail, and hospitality as well as various special use property types including self-storage facilities, marinas, FBOs, and land. He is recognized as a creative and highly principled real estate and finance expert, with exceptional negotiating and relationship management skills.

Previously, he was a Managing Director at Ravinia Capital Group, a single family office based in Chicago. He was at the Ackman Ziff Real Estate Group, one of the premier boutique capital advisory firms based in New York, from 2010 to 2020. Prior to his move to New York, he was a Managing Director at HFF LP in Los Angeles, CA. He started his career in 1991 with the George Smith Grubb & Ellis Company and over his 17 year tenure with that firm ultimately became Principal and Treasurer of the successor firm George Smith Partners, Inc.

He has decades-long capital relationships having secured financing from institutional equity firms, mezzanine firms, and senior debt capital sources. He has created and managed a successful stable of clients and developed new capital source relationships with which the firms had previously not done business.

He enjoys an outstanding reputation throughout financial community, serving in more than the traditional advisory role. He has gained widespread recognition through repeated successes at developing, negotiating, and closing highly complex transactions, with a proven ability to overcome financing obstacles through creative, highly structured transactions.

In 1996, he received an MBA from the Cox School of Business at Southern Methodist University being offered membership in the Beta Gamma Sigma Honor Society. He received a BS in finance in 1991 from the Marshall School of Business at the University of Southern California. He was recognized as one of Real Estate Southern California Magazine's "40 under 40" in 2005. He volunteers by working with people suffering with various types of addictions. He is an avid musician and composer.