

## Paul Smadbeck

Managing Director  
Capital Markets

### Career summary

Mr. Smadbeck is a Managing Director at JLL focusing exclusively on the sale of New York investment properties on behalf of sellers. Previously, he was a Senior Vice President of Sales at Massey Knakal Realty Services and since 2001 has personally sold over 170 buildings and development sites valued in excess of \$1.5 billion dollars.

Born and raised in Manhattan, Mr. Smadbeck represents the fourth generation of a well-known New York real estate family. As chairman and co-owner of the old-line commercial brokerage firm Wm. A White & Sons, Mr. Smadbeck's father, the late Louis Smadbeck, was one of the city's premiere building sales brokers. The Real Estate Board of New York annually bestows an award in his name, for professional integrity and career accomplishment.

Paul began his real estate career in 1984 at Wm. A. White & Sons specializing in office leasing. In 1994, Paul left the brokerage field to become the head of real estate acquisitions and asset management for a privately held New York based real estate investment company, overseeing the company's existing portfolio and making major acquisitions throughout the 1990's which generated substantial returns. He returned to brokerage in 2001 with a singular focus on building sales.

### Notable Transactions

Property	Location	Type	Value
817-827 Madison Avenue	New York, NY	Retail	\$90,000,000
Alcoma Portfolio	New York, NY	Multifamily	\$80,000,000
East Side/ Village Portfolio	New York, NY	10 Buildings	\$73,000,000
120 West 23 <sup>rd</sup> Street	New York, NY	Multifamily	\$39,250,000
524-34 West 23 <sup>rd</sup> Street	New York, NY	Commercial Loft Building	\$30,500,000
9 East 16 <sup>th</sup> Street	New York, NY	Mixed-use	\$30,000,000
220 West 71 <sup>st</sup> Street	New York, NY	Multifamily	\$21,150,000
126 East 13 <sup>th</sup> Street	New York, NY	Single-Tenant Commercial	\$21,500,000
124-126 West 23 <sup>rd</sup> Street	New York, NY	Development	\$19,500,000
15 West 68 <sup>th</sup> Street	New York, NY	Multifamily Townhouse	\$14,500,000
36 West 71 <sup>st</sup> Street	New York, NY	Multifamily Townhouse	\$14,000,000
14 West 69 <sup>th</sup> Street	New York, NY	Multifamily Townhouse	\$12,250,000



### Contact

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### Specialty

- Investment Sales
- Upper West Side

### Education

- A published composer, Mr. Smadbeck received both an M.M. and B.M. in Music from Ithaca College.

### Affiliations and achievements

- Friends of Karen (Family Services), Board President
- Heckscher Foundation for Children, Board Member
- Real Estate Board of New York
- Young Men's/Women's Real Estate Association
- Certified Commercial Investment Member of the National Association of Realtors

### Professional designations

- Associate Broker
- NY – 10301203037

