



James Smith

Vice President – Real Estate and Transaction Services
Terrus Real Estate Group

Experience

James joined Terrus Real Estate Group in October of 2009 as a Senior Property Manager. His portfolio consisted of retail, office, industrial, residential properties, and homeowners associations. In 2013, James was promoted to Vice President of Real Estate & Transaction Services. His role expanded into real estate solutions and business development. Capitalizing on his fifteen years of property management and transaction experience, James has the knowledge and experience to provide the complete spectrum of real estate services to current and potential new clients. He assists them in making cost effective business solutions and to support their objectives.

His experience includes tenant relations, construction management, residential and commercial leasing, contract negotiations and comprehensive budget analysis. He has worked in the areas of landlord and tenant representation, as well as, seller and buyer representation for both owner user and investment properties. James has gained a wide range of knowledge in many aspects of the commercial real estate arena throughout his career.

Education/Designations

Iowa Real Estate Salesperson License
Associate of Arts, Southeastern Community College
Bachelor of Science, University of Iowa

Professional Associations

Building Owners and Managers Association (BOMA®) in Central Iowa – Vice President, Present
Institute of Real Estate Management (IREM®) in Central Iowa – Board of Directors, Past

Terrus Real Estate Group ♦ 100 Court Avenue, Suite 400 ♦ Des Moines, IA 50309
515-480-7596 mobile 515-471-4304 fax
james.smith@terrus.com

