



CAMPBELL SMITH
MANAGING DIRECTOR
BUSINESS UNIT LEADER, MIDATLANTIC
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Campbell Smith serves as Managing Director and Business Unit Leader for Trammell Crow Company's (TCC) MidAtlantic office. He is responsible for the overall success of the MidAtlantic Business Unit, and his primary areas of focus include setting the strategic direction of the Business Unit, sourcing and structuring new development opportunities in the MidAtlantic region, cultivating client and capital partner relationships, and managing the Business Unit's personnel.

Campbell has worked for TCC since 2002 and has been active in the MidAtlantic market since 2005. He has experience across a range of product types – including multifamily for High Street Residential, TCC's residential subsidiary; office, and healthcare – as well as deal structures – including speculative projects, build-to-suits and fee developments. Campbell has developed a strong network of relationships in the MidAtlantic market and is involved in several industry and community organizations and boards.

TCC DEVELOPMENTS

888 16TH STREET
150,000 SF trophy office

OLD TOWN VILLAGE FAIRFAX
192,000 SF office, retail and public-use space

DULLES STATION
180,000 SF Class A office

MILESTONE BUSINESS PARK IV
160,000 SF Class A office

MILESTONE BUSINESS PARK V
170,000 SF Class A BTS office for Digital Receiver Technologies

KING ABDULLAH ACADEMY
300,000 SF K-12 school

HIGH STREET RESIDENTIAL DEVELOPMENTS

ARMATURE WORKS
780,000 SF retail, apartment, condominium and hotel redevelopment

THE DALTON
270-unit luxury apartment

THE MADISON
360-unit high-rise apartment

CENTURY
55-acre redevelopment with 176 townhouse units, 300 apartments and 400,000 SF of commercial space

PROFESSIONAL EXPERIENCE

Trammell Crow Company – Washington, DC – 2002 to Present
MidAtlantic Business Unit Leader, 2019 to Present
Managing Director, 2018 to Present
Principal, 2010 to 2018
Vice President, 2006 to 2009
Senior Associate, Corporate Development, 2002 to 2005

Trinity Associates – Greenwich, CT – 1996 to 2000
Vice President

PROFESSIONAL AFFILIATIONS & COMMUNITY INVOLVEMENT

Board of Directors, Children's Hospital Foundation
President, NAIOP DC/MD Chapter
Member, NAIOP, Northern Virginia Chapter
Member, Urban Land Institute

EDUCATION & CREDENTIALS

Graduate School of Business, Stanford University, MBA
Duke University, Bachelor of Arts summa cum laude, Economics and History

