



## RICHARD SMITH

LICENSED NYS REAL ESTATE ASSOCIATE BROKER

Areas of Expertise:  
Manhattan, Tri State Area

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Areas of Specialization:  
Retail Brokerage (Tenant & Owner  
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## PROFILE SUMMARY

### Professional Experience

Richard Smith has been with Winick Realty Group LLC since 2008, bringing with him an extensive business background. He ran a successful fabric company in the Garment District for many years before taking an interest in retail real estate.

Richard likes to apply both his business savvy and the relationship-building skills that are such a strong part of the garment business to his role as a real estate broker. He focuses mostly on small, local tenants, giving him the ability to see his clients often and work with them one-on-one to make the deals that will keep their stores in business for the long haul.

Born and raised in Five Towns, Long Island, Richard moved to New York City 25 years ago and currently lives here with his family and children. By canvassing the city's streets for all those years, he has amassed an intimate knowledge of its unique real estate market. Richard focuses his real estate efforts on the borough of Manhattan and has completed deals in every neighborhood in Midtown and above.

## FEATURE ACHIEVEMENTS

### Awards & Recognition

Richard is a member of the International Council of Shopping Centers (ICSC). Mr. Smith was named one of New York City's 2011 Power Brokers for Retail Leasing by the CoStar Group, based on total leasing transaction volume for that year.

