



## **MARK J. SMITH, SIOR**

*Principal*

*Office Services Group*

### **CAREER SUMMARY**

Mark Smith began his career in 1978 as an Industrial Property Specialist in San Diego, after receiving his Bachelor of Science Degree in Business Administration and Accounting from San Diego State University. Following his return to Bakersfield in 1980, he joined Charles Tingey Associates, where he obtained Top Performer status and Senior Vice President of Office Properties. In 1987, he formed ASU & Associates, along with co-founders Tom Anchordoquy and Scott Underhill, to satisfy the needs of numerous Bakersfield clients seeking local professional representation. ASU & Associates affiliated with Grubb & Ellis Company in 1997 and is responsible for the Greater Bakersfield MSA. Mr. Smith, along with his partners, has assembled the premier group of professionals that continue to set the standard for commercial real estate services in Bakersfield and Kern County.

Mr. Smith's reputation, experience and integrity have earned him numerous exclusive assignments over his 30-year career, including office, land and investment transactions throughout the Southern San Joaquin Valley. He has also achieved the prestigious SIOR professional designation as confirmed by the Society of Industrial and Office Realtors and National Association of Realtors, recognizing him as one of the nation's elite brokers. He has also obtained the distinguished "Circle of Excellence" recognition awarded by Grubb & Ellis for his superior brokerage services in 1997, 1999, 2000, 2002, 2003, 2005, 2006 & 2007.

### **EXPERIENCE**

- **1997 - Present**                      **Grubb & Ellis | ASU & Associates**  
- Principal, Office Services Group
- **1987-1997**                            **ASU & Associates**  
- Principal/Co-founder
- **1980-1987**                            **Charles Tingey Associates**  
- Senior Vice President
- **1978-1980**                            **Sampson & Associates/Commercial Realty**  
- Industrial Property Specialist

# Professional Profile



## MARK J. SMITH (CONTINUED)

### EDUCATION

- Cal State University Bakersfield
  - General Education Studies
- San Diego State University
  - Bachelor of Science – Business Administration
  - Accounting Degree
- University of California Los Angeles
  - Graduate Studies – School of Management

### PROFESSIONAL AFFILIATIONS

- Society of Industrial & Office Realtors (SIOR)
  - Active Member & Professional Designation - Office
- Certified Commercial Investment Member (CCIM)
  - Active Member
- Bakersfield Association of Realtors
  - Active Member
- California Association of Realtors
  - Active Member
- National Association of Realtors
  - Active Member
- Greater Bakersfield Chamber of Commerce
  - Active Member & Past Board Member
- Kern Economic Development Corporation (KEDC)
  - Active Member

### COMMUNITY ACTIVITIES

- Kern County Employees Retirement Association
  - Board Member & Trustee 1990 – 2001
  - Chairman 1992 - 1993
- California State University Bakersfield
  - Business Advisory Council Member
- California State University Bakersfield
  - Chairman Soccer Facilities Committee





## MARK J. SMITH (CONTINUED)

### REPRESENTATIVE LIST OF CLIENTS

- Arden Realty
- Bakersfield Heart Hospital
- Bank of America
- Barbich Hooper King Dill Hoffman Accountancy Corporation
- Brown Armstrong Accountancy Corporation
- Central Cardiology Medical Clinic
- Clifford & Brown
- Ernst & Young
- First American Title Company
- Kaiser Foundation Health Plan, Inc.
- Kern County Board of Education
- Kern County Superintendent of Schools
- Managed Care Systems of Kern County
- Mission Bank
- MONY Life Insurance Company
- Nations Petroleum
- Nuevo Energy
- Pacific Gas & Electric
- Placer Title Company
- Rosedale Union School District
- Salomon Smith Barney
- San Joaquin Valley Air Pollution Control District
- The Allen Group
- Time Warner Cable/Bright House Networks
- Union Bank of California
- Wells Fargo Home Mortgage
- World Oil

