



**JAY G. SMITH, INC.**

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**Real Estate**



# HISTORY OF JAY G. SMITH, INC.

Jay Smith started his career in 1970 where he worked for Sutton and Towne, a real estate company with offices in Manhattan, Long Island, Westchester, New Jersey and Connecticut. Under the tutelage of some of the most well-known brokers in the business, Jay became one of the most prominent brokers in the industry. In 1980, Sutton and Towne was bought by Coldwell Banker. Then, in 1983, the partners of Sutton and Towne formed Sutton & Edwards, where Jay remained until 1986.

At that time, an opportunity was presented to Jay Smith with Newmark & Company. Jay was hired to be Senior Vice President in charge of overseeing all leasing activities. The leasing department flourished during Jay's tenure there and Newmark became a household name in the office leasing market. Nine years later, Jay left Newmark to form his own company.

For the past 10 years, Jay G. Smith, Inc. has grown to what it is today. As the company continued to develop, Jay began to focus not only on office leasing, but on investment sales and retail leasing as well.

With a vast knowledge of the New York market, Jay G. Smith, Inc. has represented some of the largest companies in New York City, in addition to some of the most well-known owners.

In the future, Jay G. Smith, Inc. looks to continue the success it has had in the New York market. As the firm grows, we look for new and improved ways to help clients achieve their real estate goals.

# CLIENTS

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The following is a partial list of companies and buildings that have been represented by the professionals of Jay G. Smith, Inc.:

American Express

Barry, McTiernan & Moore

Redken

Parsons Group

Alfred Dunhill

Higger & Associates

The Weather Channel

John Wiley & Sons

R.L. Polk and Company

MassMutual

Mission of Germany

Reliance Group

Mission of Liberia

Chicago Sun-Times

Mission of Jamaica

CBS

Mission of Luxembourg

Marine Midland Bank, now HSBC Bank

Frederick R. Harris

Seagrams

Mailman and Ruthizer

Omnicom

United Press International

Hartford Insurance

Savin Business Machines

MetLife

Ricoh

Liberty Mutual

Xerox

Aetna

MTA

Chase Manhattan Bank

Young & Rubicam

Janney Montgomery Scott



Werner & Kennedy

Seelye Stevenson Value & Knecht

March of Dimes

Zetlin & DeChiara

HIP

Foote, Cone & Belding

Long Island Jewish Hospital

Dime Savings Bank

Stromberg Carlson

Association of Computing Machinery

Global Home Loans & Finance

Exxon

Allstate Insurance

ITC Izumi

AT&T

Avalon Publishing

Bank of New York

Carter Wallace

Citibank

Eastman Kodak

Foreign Credit Insurance Organization

Gandhi Engineering

Hong Kong Bank

FT Interactive Data

Merrill Lynch & Co.

Morgan Guaranty Trust

YMCA Retirement Fund

NYC Special Commissioner of  
Investigation

Office of Social Security Administration

MONY

Urbitran Group

Cosmai



Buildings for which professionals of Jay G. Smith, Inc. have been the exclusive managing Agent:

- **Jamaica Life Insurance**

Sale of their commercial condominium at 866 Second Ave.

- **The Albanese Organization**

Sale of land and construction of a 120,000 SF building on First Ave. between 48th and 49th St to the Government of Germany.

- **The Winter Organization**

Leasing of the following properties:

- 6 East 39th St.
- 16 West 46th St

- **Sterling Equities**

Leasing of their building at 575 Fifth Ave, in addition to representing the anchor tenant, Cosmair occupying over 400,000 SF

- **The Miller Organization**

Leasing Agent of 1776 Broadway

- **Atco Properties**

Leasing Agent of 630 Third Ave.

- **The Summers Organization**

Leasing Agent of 600 Third Ave.

- **The Kaufman Organization**

Leasing Agent of 555 West 57th St.

- **The Brause Organization**

Leasing Agent of 21 West 38th St.

# SERVICES PROVIDED

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- OFFICE LEASING
- RETAIL LEASING
- CONSULTING
- PROPERTY MANAGEMENT
- INVESTMENT SALES
- JOINT VENTURE DEVELOPMENT

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