

MEMBERS ON THE (BLOG)SPOT



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Iowa's leading commercial brokerage firm.

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Members on the (Blog)Spot is a monthly feature of member businesses of the Clive Chamber of Commerce. If you are interested in having your business featured, contact kschmidt@clivechamber.org.

• CBRE | Hubbell Commercial is Iowa's leading commercial real estate brokerage firm. Their parent company, Hubbell Realty Company, has been involved in the Central Iowa market for over 160 years. Michael Smith, Vice President with CBRE | Hubbell Commercial, specializes in working directly with clients looking to sell, lease, purchase, or develop commercial real estate. Michael's clients range from small to mid-size businesses all the way up to large corporations. Michael has extensive experience working on a wide array of real estate projects including the office, retail, and industrial sectors, which has prepared him to represent a diverse group of clients.

• Michael has over 25 years of experience in commercial real estate, both in Iowa and throughout the country. That experience importantly includes leading the real estate departments of several large corporations. This experience has proven quite valuable to many of Michael's clients, who have limited experience dealing with commercial real estate. Michael also has an extensive background overseeing and addressing different types of environmental issues that sometimes accompany commercial property transactions. Most importantly, Michael points out that, "My clients will tell you I am highly dedicated to their needs, always available, easy to work with, and an aggressive negotiator on their behalf. My aim is to take the guesswork and mystery out of commercial real estate for my clients, while at the same time getting them the great results they want and deserve."

• On behalf of CBRE | Hubbell, Michael, who also lives in Clive, joined the Clive Chamber of Commerce in June of 2019. "As an enthusiastic member of the Clive community, I felt joining the Clive Chamber was a great way to get connected to other like-minded business-people and community people," writes Michael. "In my relatively short time as a Chamber member, I have not been disappointed! I am excited to get more engaged in the Chamber and the community as a whole."

• Michael adds that, "Many of my clients initially don't realize how commercial real estate agents are compensated. Our fees are generally paid by Sellers/Landlords. So, if you are looking to relocate or to purchase or lease property, my fees are at no cost to you. Although that's a great value in and of itself, what I believe my clients will tell you is that I helped them locate real estate that fit their needs and helped their businesses, that they trusted I had their best interests at heart, and that together we negotiated a good deal on their behalf." To get in contact with Michael, call 515-221-6675, or email him at Michael.smith@cbre-hubbell.com.