



PROFESSIONAL PROFILE



TIMOTHY W. NORTON, SIOR

SENIOR VICE PRESIDENT & OFFICE GROUP LEAD

SPECIALTY: Site Acquisition & Development

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A broker for more than 13 years, Tim focuses his practice within the office and medical arena, with a strong emphasis on Site Acquisition and Tenant Representation. Through his leadership in diverse and complex projects, Tim has developed in-depth experience and expertise that is necessary to successfully navigate the host of complexities involved in acquiring and developing land suitable to meet client needs.

Using integrated resources available through Summit Realty Group and the firm's national alliance partner, Cushman & Wakefield, Tim proactively meets clients' objectives in major markets. He, and the team he leads at Summit, critically analyzes each client's business needs – both present and anticipated – to determine the optimal real estate solution. Whether the solution is a relocation, consolidation, acquisition, or re-negotiation of an existing lease, Tim can provide the full spectrum of skills that are pivotal to a successful project – strategic planning, demographic and site consultation, comparative financial analysis, coordination of environmental reports and easement and zoning expertise.

The integrity, energy and precision to detail with which Tim drives projects to successful completion have led to many long-term client relationships. In the past 10 years, Tim has secured and negotiated over 100 leases or purchase agreements on behalf of Verizon Wireless. Additionally, he has performed site acquisition services for 5/3 Bank for more than 20 sites across Indiana; several new market sites for Salin Bank and Old National Bank; and multiple sites for St. Vincent's Physical Therapy locations, the Center for Diagnostic Imaging, Bright House Networks, and Primerica Financial Services.

EDUCATION:

Bachelor of Science, Business Administration / Marketing
University of Cincinnati – Cincinnati, Ohio

Accreditation, International Marketing
Oxford University – England

ACHIEVEMENTS & AFFILIATIONS:

- Member. Society of Industrial and Office Realtors (SIOR)
- Summit Realty Group. Peak Performance Award 2008
- Board of Directors. Campus Life – Youth for Christ
- Volunteer. Junior Achievement

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PARTIAL TRANSACTION LIST

Company	Assignment Type
Brighthouse Networks *	Site Acquisition
Clarian Health *	Site Acquisition
Lawyers Title *,**	Site Acquisition
Old National Bank *	Site Acquisition
Salin Bank *	Site Acquisition
Verizon Wireless *,**	Site Acquisition
Northside ENT, Inc. *	Site Acquisition / Development
North Meridian Pediatrics *	Site Acquisition / Development
Fifth Third Bank *	Site Acquisition / Disposition
20/20 Eye Physicians *,**	Site Acquisition / Tenant Representation
Advanced Physical Therapy *	Site Acquisition / Tenant Representation
American Life Insurance *,**	Site Acquisition / Tenant Representation
Center for Diagnostic Imaging *,**	Site Acquisition / Tenant Representation
Dunbar, Cook & Shepard, P.C. *,**	Site Acquisition / Tenant Representation
Primerica Financial Services *,**	Site Acquisition / Tenant Representation
Quest Information Systems *,**	Site Acquisition / Tenant Representation
St. Vincent Hospital *,**	Site Acquisition / Tenant Representation
Clearvista Women's Care	Tenant Representation
John Hancock Financial Services *,**	Tenant Representation
Liberty Mutual Insurance *	Tenant Representation
Stewart & Irwin PC *,**	Tenant Representation
Women's Health Partnership *,**	Tenant Representation
Greg Allen & Associates *,**	Development
Beazer Homes	Lease - Office
Edward Jones *,**	Lease - Office
Gymboree	Lease - Office

* denotes multi-locations
 ** denotes ongoing assignments