

PROFESSIONAL PROFILE



TIMOTHY W. NORTON, SIOR

EXECUTIVE VICE PRESIDENT & OFFICE GROUP LEAD

SPECIALTY: Site Acquisition & Development

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A broker for more than 15 years, Tim focuses his practice within the Corporate, Medical, and Financial 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. Tim has secured and negotiated over 150 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 / ASSIGNMENT HIGHLIGHTS

CORPORATE ACCOUNTS

Verizon Wireless	Arranged 150+ Site Acquisition & Lease Transactions, Lease Administration
Knowledge Services	Multi-state Tenant Representation & Lease Administration
American Life Insurance	Tenant Representation
Liberty Mutual Insurance	Tenant Representation
Brighthouse Networks	Facilities Acquisition
Dunbar, Cook & Shepard, P.C.	Tenant Representation
Quest Information Systems	Tenant Representation
Lawyers Title	Tenant Representation
Stewart & Irwin P.C.	Tenant Representation
Beazer Homes	Midwest Headquarters – Lease & Disposition

FINANCIAL RELATED

Edward Jones	Tenant Representation
Fifth Third Bank	Tenant Representation, Disposition, Lease Administration
John Hancock Financial Services	Tenant Representation
Old National Bank	Tenant Representation
Primerica Financial Services	Tenant Representation & Lease Administration
Salin Bank	Tenant Representation

MEDICAL RELATED

20/20 Eye Physicians	Tenant Representation & Lease Administration
Advanced Physical Therapy	Tenant Representation & Lease Administration
Center for Diagnostic Imaging	Multi-market Site Acquisition & Lease Up, Lease Administration
Clarian Health	Site Acquisition
Gateway Electric Medical Systems	Tenant Representation – Headquarters Lease
Hendricks Regional Health	72-acre Site Acquisition/Disposition & Development
Northside ENT, Inc.	Site Acquisition / Tenant Representation
St. Vincent Hospitals	Multi-site Site Acquisition / Tenant Representation
Women's Health Partnership	Tenant Representation