



Senior Vice President | Arizona  
Mortgage Advisory Services

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### Education or Qualifications

BBA in Finance  
with equal hours in  
Economics & Accounting  
Texas A&M University

### Affiliations or Memberships

Arizona Commercial Mortgage  
Bankers Association  
Past President & Past Director  
Colliers | Arizona Leadership  
Council

## John Smeck

### Area of Expertise

John Smeck is a senior vice president of Colliers Mortgage Advisory Services, with responsibility for building and managing the debt and equity platform in Arizona and assisting with the build-out of the platform in the West.

He works with owners and buyers of commercial real estate to determine the optimal capital structure for an asset. John scrutinizes capital markets on behalf of clients to obtain the best possible execution for the debt and/or equity needed.

Having provided debt and equity for well over \$2 billion in commercial transactions, clients rely on John to: (a) develop the optimal capital structure for commercial real estate assets, (b) locate the most competitive debt and/or equity sources for that structure, and (c) negotiate the best terms and structure for the transaction.

As a trusted advisor, John provides capital solutions tailored to the unique requirements and financial objectives of each client. His expertise includes underwriting and valuation of multifamily, industrial, self-storage, office, medical office, retail, senior housing, hotel and mixed-use properties.

John's clients benefit from his 31+ years of experience in commercial real estate investment, financial analysis, and capital markets advisory services and from his numerous institutional investor relationships.

### Professional Accomplishments

- 2024 People to Know, *AZ Big Media*
- 2022 – Colliers Everest Club, recognizing top 10% of producers in the U.S.
- 2022 - #6 top producer, Arizona

### Business Background

Previously John was a principal and the managing member of the Arizona operation of Johnson Capital, a national commercial mortgage banking firm and both approved FHA MAP lender and FMAC Seller/Service.

John led the Arizona office in sourcing, underwriting, closing, and servicing debt and equity placement transactions for commercial real estate assets on behalf of institutional investors and owners of multifamily, retail, office, industrial and hospitality properties. Production exceeded \$2 billion in total capitalization.

Additionally, John established and managed the Phoenix regional office of the Texas-based Robert C. Wilson Company for 13 years, servicing the debt and equity needs of large national clients, including Trammel Crow Company, and representing institutional investors, such as State Farm Life.

John also served as vice president and group manager in commercial real estate for InterFirst Bank, Houston, N.A., a member bank of the largest bank holding company in Texas.

### Community Involvement

The Thunderbirds, a volunteer civic organization and sponsor of Waste Management Phoenix Open PGA Tour golf tournament.