



# Susan Morris

PRINCIPAL/BROKER

Resource Development Investment Properties, Incorporated

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## AREA OF EXPERTISE

With over 30 years of commercial real estate brokerage, development and consulting experience in Central Florida, Susan brings a unique perspective to commercial real estate. Her company, Resource Development Investment Properties, Inc. (RDIP) was started in 1985. In 1996, Colliers International bought her commercial brokerage business line to start the Orlando division of Colliers International, with Susan as Managing Partner. Susan continued to own her own development and consulting firm, alongside her investment and brokerage with Colliers Florida. In 2016, the partners of Colliers Florida sold to Colliers International, and after 20 years Susan has re-opened Resource Development Investment Properties, Inc. brokerage services to serve her long term clients.

Susan, a long known leader in downtown Orlando real estate, has brokered and consulted on more than \$1.2 billion of real estate, specializing in commercial investment projects. She has extensive experience in investment strategies and asset disposition, site selection, asset valuation, purchase negotiations, as well as, financial and market analysis.

Morris's perspective includes that of an owner and developer, with this enhanced by being an owner / developer / partner of over \$42 million in real estate. With the perspective of owner, investor, buyer, seller and landlord, as well as, broker, Morris brings to the table an understanding and sensitivity to key issues: Cost of Development, Replacement Value, Time Value of Money, Carrying cost, Resale Value, Speed to Market, Cash Flow, Leveraged Rates of Return and Internal Rates of Return, and other key Supply and Demand Issues.

For 25 years, Susan has specialized in site acquisition and disposition mixed-use, office, retail, hotel and leisure projects in Central Florida, representing some of the most prestigious clients:

- The Simon Group on the purchase of the Premium Outlet Mall and its 3 expansions
- Marriott World Vacation Club in the Disposition of Winding Bay, Abaco, Bahamas
- Hard Rock Café on their Build-to-Suit International Corporate Headquarters
- Archon (Goldman Sachs' development affiliate) for Retail Mix-Use Development
- Rouse Properties Development as consultant for repositioning on Miami's Waterfront
- Orange County School Board and Orlando Utilities Corporation on HQ Asset Positioning
- Rockefeller Group in the disposition of 23 acres on I-4 and 417
- Maharishi World Peace Fund in the disposition 463 acres adjacent to Celebration

As a former City Planner for Orlando and her Masters work in Industrial Engineering, Susan is conversant with governmental policy and procedure, specifically as it relates to zoning, entitlement and development issues. Because of this, Susan is able to provide her clients with comprehensive brokerage services, helping to advance their project by attending pre-app meetings, assisting with fast tracking, and coordinating with the proper governmental representatives.

## MAJOR TRANSACTIONS

- \$72,000,000, Represented Seller - 270 Acres - Orlando, FL
- \$40,000,000, Represented Seller - 83 Acres - Kauai, HI
- \$30,000,000, Represented Seller - 225 Acres - Davenport, FL
- \$28,000,000, Represented Seller - 463 Acres - Osceola County, FL
- \$24,000,000, Represented Multifamily Developer - 43 Acres - Orlando, FL
- \$7,400,000, Represented Seller - 13 Acres - Orlando, FL
- Undisclosed, Represented Seller - 534 Acres - Winding Bay Resort, Bahamas
- \$8,320,000, Represented Seller - 80 Acres - Kissimmee, FL

## PROFESSIONAL ACCOMPLISHMENTS

- Top Producer - 2014, 2006, 2005, 2004, 2003, 2001, 2000, 1999, 1998, 1997
- Largest Land Sale - 2014, 2012, 2011, 2010, 2007, 2006, 2005, 2004, 2001, 2000
- Largest Hospitality Sale, 2014
- Largest Apartment Land Sale – 2013
- Largest Office Sale - 2009, 2000
- Largest Hotel Sale – 2006
- NAIOP #1 Investment-Land Brokers of the Year - 2014
- Community Award - 2012
- CoStar Power Broker - 2007
- Largest Land Sale Mixed Use - 2006

## EDUCATION OR QUALIFICATIONS

- Stetson University - BS Abstract Mathematics
- University Central Florida Completed coursework for Masters Degree in Industrial Engineering
- Florida Real Estate License
- Florida Real Estate Brokerage License
- Leadership Orlando, Class #7

## AFFILIATIONS OR MEMBERSHIPS

- Axiom Bank, Board of Directors, 10 years
- Stetson University, Board of Trustees, 4 years
- Stetson University Adjunct Professor - Finance Dept.
- Downtown Development Board, Chairman, 4 yrs
- Tri-County Transit Authority Board, 12 yrs (Govt. Appt.)
- UCF Foundation, Board of Directors 2000 - 2003
- Central Florida Zoological Society, Chairman
- "Downtowner" of the Year City of Orlando



RESOURCE  
DEVELOPMENT  
INVESTMENT  
PROPERTIES  
INCORPORATED