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Education & Qualifications

University of Georgia,
Terry College of Business

Bachelor of Business
Administration, Real Estate

The Westminster Schools,
Atlanta, Georgia

Affiliations & Memberships

Atlanta Commercial Board
of Realtors

National Association of
Industrial & Office Parks
(NAIOP)

Licensed Real Estate
Salesperson - State of Georgia

Matt Wirth

Principal

Area of Expertise

Matt Wirth is a Co-Founder and Principal at BroadPoint Partners with over two decades of experience in investment sales, capital markets advisory, acquisitions, and asset management. He specializes in advising industrial asset owners and developers with their investment and portfolio strategies across the Southeast U.S.

Known for his analytical approach and collaborative style, Matt brings a strong understanding of institutional and private capital investment goals along with a unique perspective of on-the-ground market dynamics. He takes pride in thinking like an owner and understanding his clients' unique objectives, while his ability to structure complex transactions and navigate shifting market conditions make him a trusted partner to investors seeking to create and realize value.

Professional Accomplishments

Over the course of his career, Matt has participated in more than \$8 billion in transaction value totaling over 100 million square feet. While at JLL, he was a Senior Managing Director and a key member of the National Industrial Capital Markets Team, and he directly transacted on over \$6.75 billion and nearly 80 million square feet in industrial disposition and equity placement deals, primarily in the Southeast U.S.

Prior to joining JLL through its acquisition of HFF in 2018, Matt was a Senior Vice President at Colliers

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International, where he closed more than \$1 billion in industrial deals spanning 21.9 million square feet.

Business & Educational Background

Matt began his real estate career in Atlanta focused on industrial brokerage and site selection consulting with the Walker Companies. He went on to hold roles in acquisitions and asset management at Carter for both the Carter Fund Platform and a \$2 billion portfolio Carter managed for a separate account. In 2012 he returned to industrial brokerage to focus on investment sales and capital markets at Colliers, HFF, and JLL. His well-rounded background gives him a firm foundation across all facets of the industry and a comprehensive perspective on both sides of a transaction, making him a strategic asset for investors and occupiers alike.

He earned a Bachelor of Business Administration in Real Estate from the University of Georgia's Terry College of Business and is a licensed real estate salesperson in the state of Georgia.

Representative Clients

- AEW
- Clarion Partners
- EQT Exeter
- First Industrial
- Fortress
- Ivanhoe Cambridge
- KKR
- Link Logistics / Blackstone
- Prologis
- Starwood

