
PROFESSIONAL PROFILE

CAREER SUMMARY & CURRENT RESPONSIBILITIES

As Managing Director of SSG's Strategic Land Group, Chris McShane serves a variety of land owners, developers, and real estate investors. The mission of the Strategic Land Group is to create relationships by engaging clients in creative discussions, analyzing economic decisions, and providing solutions that maximize value. Chris' experience and analytical ability make him uniquely qualified to lead this group for SSG.

Chris most recently represented LakePoint Sports Development Group, along with SSG's Managing Partner, in its acquisition of a 1,200± acre mixed-use development site in Emerson, Georgia. As part of this assemblage, Chris analyzed the economic and physical feasibility of the site as well as negotiated development incentives at the local, state, and federal levels including a municipal annexation and creation of a new MU-2 zoning code for the site.

Chris has enjoyed working in a brokerage and analytical role with a number of clients including Watkins Retail Group, Prescient Asset Management, Arnall Golden Gregory LLP, the Federal Deposit Insurance Corporation (FDIC), Colonial Bank, and a variety of developers, land owners, financial institutions and private investors.

RELATED EXPERIENCE

Prior to joining SSG, Chris led the Sales Comparables Department for the Dorey Companies which analyzed commercial sale transactions in the State of Georgia and produced various Market Activity Reports including *Dorey's Land Analysis Report*. Chris' prior experience also includes Calloway Title & Escrow as a title examiner and closing assistant for commercial transactions in Georgia, South Carolina, and Florida.

EDUCATION

University of Georgia, Athens, GA
Bachelor of Arts, Philosophy

ORGANIZATIONS & AWARDS

Licensed Real Estate Salesperson in the State of Georgia
Atlanta Commercial Board of Realtors (ATLCBR)
ATLCBR Young Council
ATLCBR Governmental Affairs Committee

Chris enjoys being involved in a number of local organizations such as the Shepherd Center Foundation's Junior Committee, Atlanta Charity Clays, Marist School Alumni Association, and Habitat for Humanity.



Chris McShane
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Strategic Land Group
Site Services Group, LLC



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