

Kimberly Hoyt Smith, CCHP

CEO / Entrepreneur / Real Estate Author / Corporate Housing Expert



In a world before Airbnb, Ms. Smith saw the business potential for residential rentals and is the leading expert in furnished monthly residential leasing and business development. Ms. Smith has spent more than 20 years developing award winning and nationally recognized businesses. Kimberly is a true pioneer and recognized leader in the corporate housing and personal real estate investment industries as the founder and former CEO of AvenueWest Corporate Housing, AvenueWest Global Franchise and Corporate Housing by Owner

In 1999, Ms. Smith founded and led as CEO, AvenueWest Corporate Housing, Inc., a multi-million dollar success story. A Colorado based company AvenueWest provided real estate property management, real estate investment opportunities, hospitality services and leasing of furnished residential properties offering full service corporate housing to upscale executive travelers in need of a monthly lodging solution. AvenueWest Corporate Housing, under the leadership and vision of Ms. Smith, was recognized by the DMCC as the 2003 *Emerging Business of the Year*, was ranked for 3 consecutive years on Inc. Magazines *Inc 5000 Fastest Growing Businesses* list and in 2010 was recognized by the Corporate Housing Providers Association as an industry leader and awarded *Provider Company of the Year*. In 2018, Ms. Smith, was recognized by *Think Realty* magazine as one of the top 7 Industry Influencers who are making a distinct and measurable difference in the way the real estate industry invests and how the industry as a whole is perceived by the public.

Inspired to help people find real estate investment solutions on a national basis, in 2005 Ms. Smith founded Corporate Housing by Owner, LLC a national on-line resource dedicated to building a market place for this investment and lodging niche. In 2006 CorporateHousingbyOwner.com (CHBO) was launched, the first-of-its-kind online portal connecting furnished rentals and the traveling public. In 2013 CHBO was recognized by CHPA as the *Associate Company of the Year*. Ms. Smith led CHBO as its CEO until she sold her equity in 2017.

Driven by her passion to develop ideas, meaningful innovation and vision for corporate growth, in 2009, Ms. Smith founded a new franchise company, AvenueWest Global Franchise, LLC enabling the national expansion of the AvenueWest Managed Corporate Housing business model. Ms. Smith led as CEO developing, managing and executing the corporate growth strategy. In 2017 Ms. Smith negotiated and executed the sale of AvenueWest Global Franchise where she now serves in the role of Business Development. In 2018 AvenueWest Global Franchise, LLC, was named a Colorado Company to Watch, acknowledging the drive, excellence and influence of AvenueWest as a growing company in the state. Colorado Companies to Watch honors second stage companies that develop valuable products and services, create quality jobs, enrich communities, and create new industries throughout Colorado. Current AvenueWest offices are located in Phoenix, Atlanta, Fort Collins, San Francisco, St. Louis, Dallas, Denver, Denver South/DTC Las Vegas and Colorado Springs. Continuing to expand the vision and foundation of what she has built, Ms. Smith is also now supporting the launch and management of AvenueWest Investment Fund I.

Ms. Smith served for 5 years on the Board of Directors for CHPA / Corporate Housing Providers Association, the primary trade organization for the \$3.6 billion corporate housing industry, and as the 2011 elected Chairman of the Board. *Think Realty* magazine has recognized Ms. Smith on their 2017 Top 10 Women to Watch and as a 2018 Innovative Industry Leader. Ms. Smith has been nationally recognized for her business success and her philanthropic endeavors and has been featured in media sources like the NY Times, LA Times, Denver Post, US News & World Report, MSNBC.com, CNBC and SmartMoney.com. She was awarded the 2013 *Denver Business Journal's* Outstanding Women in Business award for real estate, DBJ small business finalist in 2010, and DBJ finalist in the prestigious Power Book. Her book "Making Money with Rental Properties," was internationally published and distributed by Penguin Publishing Group. Ms. Smith is a licensed real estate broker.

A graduate of the DMCC Leadership Denver Program 2002, Legacy Denver 2010 and multiple Colorado Experiences, Ms. Smith takes time to share her talents by working with numerous organizations and nonprofits. In addition to serving on the Board of Directors for CHPA, she served on the Founders Committee for an entrepreneurship center at DU's Women's College, as a Board Member for Clinica Verde a health innovation organization with centers in Nicaragua and as an elected Director for the Board of Directors at Ben Franklin Academy a Pre-8 Core Knowledge, math and science charter school. Ms. Smith supports numerous women's organizations, educational and empowerment programs including an annual fundraiser for Dhaka Weaves a women's enterprise program in Nepal. Locally she provides mentoring for startup businesses through her consulting practice, PIPS – Peer, Innovation & Problem Solving.