

# Nancy Sumner

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Nancy Sumner is a Vice President at Katz & Associates. She co-leads the Jacksonville office, which she helped open in 2025, expanding Katz's ability to provide hyper-local expertise and dedicated landlord and tenant representation in the market.

Nancy and her brokerage partner, Katy Figg, are deeply embedded in the

Jacksonville market where they manage a robust landlord portfolio that encompasses 2.2 million square feet, including grocery-anchored centers, power centers, boutique retail, and mixed-use developments, as well as 191 acres of land.

Sumner brings decades of market insight, strong industry relationships, and a proven track record of results. Clients laud Sumner-Figg for giving 110%, delivering results, being knowledgeable, hardworking, tenacious, well-connected, responsive, and always adding value.

Most recently, Sumner was Director of Retail Services at Colliers International. Prior to that, she served as a North Florida Market Partner and Senior Leasing Advisor for The Shopping Center Group where she managed 40 properties totaling more than 7.5 million square feet of retail space.

Nancy Sumner is a member of ICSC and she has won numerous CoStar Power Broker awards. She graduated from the University of Georgia with a BS in Real Estate. She resides in Atlantic Beach, Florida.

## LANDLORDS REPRESENTED

Acadia Realty	Kingsbarn	Matthew Development
Boos Development	Kite Realty	Ash Properties
Chase Properties	KPR Centers	Cobalt
Consolidated Tomoka	Last Mile Investments	CORTA
Debartolo Development	Curblin	Heritage Development
The Lote Group	Tribridge	WMG
Florida Retail Group	Silvestri	Casto
Halpern	Mosaic	Kimco
Hutson Companies	La Costa Capital	

## AFFILIATIONS & ACCREDITATIONS

Licensed Real Estate Sales Associate, Florida  
Member, International Council of Shopping Centers (ICSC)

## HIGHLIGHTS

Some highlights include: project leasing of Tamaya Marketplace, a newly developed Sprouts-anchored center where the Figg-Sumner team assisted in the sale of an outparcel for 20% more than projected as well as securing best-in-class retail tenants even during Covid. For Durbin Creek Crossings, a 30 +/- acre mixed-used development, the Figg-Sumner team assisted in the sale, ground lease, and build-to-suits of 10 outparcels with national credit tenants such as Aldi, Starbucks, 7-11, TD Bank, and others. The team also assisted Site Centers (now Curblin) with the leasing of Publix anchored redevelopment that started with 64% occupancy. Despite the challenges with the positioning of the center, Figg and Sumner marketed the renovations that were planned and sold prospects on the surrounding daytime density. As a result, they signed multiple national concepts and were able to bring the occupancy up to 94% in 2023. Those efforts helped position the asset to sell, and they consulted the buyer on future value add opportunities for the asset, including a potential outparcel value add opportunity.