

Nancy Sumner

VICE PRESIDENT | 404.561.9447 | NANCYSUMNER@KATZRETAIL.COM



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 where she also played lacrosse. She was born and raised in Northern VA/DC area and has since placed roots in Atlantic Beach in Jacksonville, FL where she and her husband are raising their two children, along with their two golden retriever puppies. As a family, they share a strong passion for travel and embrace any opportunity for outdoor adventure.

LANDLORDS REPRESENTED

Acadia Realty
Boos Development
Chase Properties
Consolidated Tomoka
Debartolo Development
The Lote Group
Florida Retail Group
Halpern
Hutson Companies

Kingsbarn
Kite Realty
KPR Centers
Last Mile Investments
Curbline
Tribridge
Silvestri
Mosaic
La Costa Capital

Matthew Development
Ash Properties
Cobalt
CORTA
Heritage Development
WMG
Casto
Kimco

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 Curbline) 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.