

PROFESSIONAL PROFILE

JEFFREY A. COOKE, SIOR SENIOR VICE PRESIDENT

Tel: 804.697.3459
Fax: 804.697.3479
Email: jeffrey.cooke@thalhimer.com



SPECIALTY

Corporate Services
Office and Industrial Sales and
Leasing
Investment Sales
Land Assembly



Exchange Place

1313 East Main Street, Suite 400

Richmond, Virginia 23219-3629
thalhimer.com

CAREER SUMMARY

Jeff has been in the practice of commercial real estate brokerage in the Richmond area for more than three decades. Specialty areas include office and industrial leasing and sales, corporate real estate services, urban rehabilitation projects and land assembly.

INDUSTRY ACHIEVEMENTS

Top 10 Producer, Thalhimer/Cushman & Wakefield Alliance, 2000-2003, 2005, 2006, 2008

CORPORATE ACCOUNT MANAGEMENT

Wachovia Bank, N.A.
Ashley Pierce
Corporate Real Estate Manager
804.697.7506

Philip Morris USA
Ward Nunnally
Corporate Real Estate Manager
804.484.8340

Media General
Ken Campbell
Corporate Real Estate Manager
804.649.6357

COMMUNITY INVOLVEMENT

Past Trustee, Historic Richmond Foundation
Past President, Richmond Real Estate Group
Expert Witness on Real Estate Matters, Circuit Court, City of Richmond
Commissioner in Condemnation Proceedings, City of Richmond

REFERENCES

Kerry Keenan
Vice President
Wachovia Bank
804.697.7573

Raymond Pace
Corporate Real Estate Executive
804.986.1947

Michael Dening
Developer
Devon USA
804.643.3187

EDUCATION

Virginia Commonwealth University, B.S. in Business, 1973
Society of Industrial and Office Realtors (SIOR), Member



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LEASING EXPERIENCE

Hewlett Packard	800,000 Sq.Ft.
Hon Furniture	80,000 Sq.Ft.
Office Furniture Plus	57,000 Sq.Ft.
Richmond Cold Storage	128,000 Sq.Ft.
DSC Logistics, Inc.	157,000 Sq.Ft.
Flare Corp.	75,000 Sq.Ft.
Philip Morris USA	42,000 Sq.Ft.
Circuit City	65,000 Sq.Ft.
Horizon East	45,000 Sq.Ft.
Philip Morris USA	18,000 Sq.Ft.
Philip Morris USA	80,000 Sq.Ft.
Philip Morris USA	75,000 Sq.Ft.
Philip Morris, USA	240,000 Sq.Ft.
Philip Morris, USA	210,000 Sq.Ft.
Alstom Power	75,000 Sq.Ft.
Alstom Power	40,000 Sq.Ft.
MeadWestvaco	206,000 Sq.Ft.

SALES EXPERIENCE

629 East Main Street	116,000 Sq.Ft.	\$ 2,000,000
700 Building	172,000 Sq.Ft.	\$10,600,000
Greyhound Building	128,250 Sq.Ft.	\$ 1,500,000
Former Dominion Pottery	204,000 Sq.Ft.	\$ 1,500,000
600 East Main Street Assemblage of Parcels / Hi-Rise Development		\$ 5,000,000
East Towne Plaza	16 Acres	\$ 965,000
Ashland Business Park	180 Acres	\$ 2,880,000
Atlee Station	100 Acres	\$ 6,000,000
Hanover Medical Park	37 Acres	\$ 2,353,152
DSC Logistics	133 Acres	\$ 2,000,000
MidAtlantic Business Park	170 Acres	\$ 1,500,000
R.B. Lowe - Hanover County	60 Acres	\$ 600,000
Pine Factory	115,000 Sq.Ft.	\$ 1,700,000
Mobil Mining and Mineral	68 Acres	\$ 2,900,000
Philip Morris USA	97,000 Sq.Ft.	\$ 5,700,000
Philip Morris USA	120,000 Sq.Ft.	\$ 850,000
Meridian Industrial Trust	96 Acres	\$ 1,400,000
Ball Metal Container	90,000 Sq.Ft.	\$ 3,550,000
Philip Morris USA	275,000 Sq.Ft.	\$ 2,800,000
Wachovia Bank	112,000 Sq.Ft.	\$ 7,000,000
First Union Bank	160,000 Sq.Ft.	\$ 4,250,000

