

# PROFESSIONAL PROFILE

## JEFFREY A. COOKE, SIOR SENIOR VICE PRESIDENT

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



### SPECIALTY

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

### 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, Cushman & Wakefield | Thalhimer, 2000-2003, 2005, 2006, 2008, 2009, 2010

### 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 Denning  
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