

PROFESSIONAL PROFILE

AUSTIN H. NEWMAN, SIOR VICE PRESIDENT

Tel: 804.697.3492
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Email: austin.newman@thalhimer.com
Website: thalhimer.com



SPECIALTY

Vice President with Thalhimer specializing in tenant representation, landlord oriented sales, negotiation leasing of suburban office and flex space and corporate services. In addition, Austin has extensive experience in the site selection, disposition and resale of bank branch sites and facilities.

CAREER SUMMARY

Austin joined Thalhimer in April of 1995 while seeking a Masters of Science in Geology from Old Dominion University. To date, he has averaged over 60 transactions per year since joining Thalhimer, and has consistently remained one of the top brokers within the firm.

INDUSTRY ACHIEVEMENTS

Member, Society of Industrial and Office Realtors (SIOR), 2008
SIOR Breakout Subcommittee Member
Top Listing Leader, Thalhimer, 1997, 2001, 2004, 2005, 2006, 2007, 2008
CCIM (Certified Commercial Investment Member) candidate
CCIM/VA Business Magazine "Most Significant Transaction 2005" (NCS Pearson Call Center—123,200 SF)
GRACRE (Greater Richmond Area Commercial Real Estate) "Office Transaction for 2010" (Capital One acquisition of Innsbrook I and II Buildings – 192,187 SF)

COMMUNITY INVOLVEMENT

Richmond Chamber of Commerce Seminar Series Task Force
Richmond Association of REALTORS Awards Audit Committee, 1995-97
YMCA Youth Soccer Coach
Salvation Army Angel Tree Program Volunteer since 2002.

REFERENCES

Carrie Bandman Director, Corporate Real Estate Capital One Financial 15000 Capital One Drive Richmond, VA 23238 804.284.6787	Jarrett T. Wells Managing Director Gramercy Capital Corp. 106 York Road Jenkintown, PA 19046 215.884.9680
C.E. "Ward" Nunnally, Jr. Manager, Corporate Real Estate Altria Client Services P. O. Box 26603 Richmond, VA 23261 804.484.8340	Daphne S. Berkowitz Asset Manager EDC Construction 1660 Huguenot Road Richmond, VA 23235 804.897.0900

EDUCATION

College of Charleston, B.A., Geology, 1993
Old Dominion University, M.S. Geology Courses
Dale Carnegie Sales Training
Dale Carnegie Human Relations Training

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CORPORATE SERVICE

Various acquisition and disposition services for Capital One, Philip Morris and Gramercy Capital Corp., which has included tasks such as Idle Facility Sales, Office Expansions/Acquisitions and Investment Sales of Sale Lease Back Properties.

SITE SELECTION

Various tasks for Wachovia Bank N.A., SouthTrust Bank, Gateway Financial and Union Bank and Trust to include Site Selection and Disposition from 1998 to the present.

PARTIAL TRANSACTION LIST:

SALES EXPERIENCE

OFFICE:

10700 N. Park Dr./10750 Wheat First Dr.	192,187 Sq.Ft.	\$17,372,500
Archway 60 Office Centre	64,000 Sq.Ft.	\$6,400,000
Moorefield V	48,000 Sq.Ft.	\$5,400,000
1710 Byrd Avenue	34,000 Sq.Ft.	\$3,700,000
4915 Radford Ave.	23,000 Sq.Ft.	\$ 630,000
200 N. Sycamore, Petersburg, VA	40,000 Sq.Ft.	\$ 600,000
Staples Mill Professional Building	17,200 Sq.Ft.	\$ 575,000
11513 Allecingie Pkwy.	6,204 Sq.Ft.	\$ 455,000

OFFICE/SERVICE:

2015 E. Main Street	25,572 Sq.Ft.	\$1,315,000
11000 Trade Road	12,000 Sq.Ft.	\$ 780,000
2219 Chamberlayne Avenue	22,000 Sq.Ft.	\$ 650,000
10810 Trade Rd.	7,522 Sq.Ft.	\$ 625,000
11007 Lakeridge Pkwy.	6,700 Sq.Ft.	\$ 625,000
10220 Timber Ridge Dr.	7,550 Sq.Ft.	\$ 595,000
10455 Dow Gil Road	8,700 Sq.Ft.	\$ 450,000
112 S. Second Street	9,025 Sq.Ft.	\$ 275,000
Eagle Transport Corp.	3.3 Acres	\$ 165,000

INVESTMENT:

Commonwealth Centre I (office)	64,000 Sq.Ft.	\$9,350,000
Archway 60 Office Centre (office)	68,000 Sq.Ft.	\$4,500,000
Moorefield V (office)	43,840 Sq.Ft.	\$3,640,000
Peppers Ferry Plaza (retail)	9,525 Sq.Ft.	\$2,865,000
701 Johnston Willis Drive (industrial)	31,050 Sq.Ft.	\$2,200,000
5445 Glenside Drive (former bank)	7,976 Sq.Ft.	\$1,450,000
11600 Busy Street (office)	16,682 Sq.Ft.	\$1,435,000
Meadowdale Square Office Park (office)	11,365 Sq.Ft.	\$ 695,000

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RETAIL:

4109 Plank Road, Fredericksburg, VA	7,040 Sq.Ft.	\$2,550,000
5445 Glenside Drive (former bank)	7,976 Sq.Ft.	\$2,375,000
4180 Dominion Blvd. (former bank)	3,300 Sq.Ft.	\$1,510,000
2025 E. Main Street	25,342 Sq.Ft.	\$1,315,000
12308 Patterson Avenue (former bank)	3,200 Sq.Ft.	\$1,025,000
5030 George Washington Hwy. (former bank)	2,800 Sq.Ft.	\$ 825,000
8123 Mechanicsville Tnpk. (former bank)	1,870 Sq.Ft.	\$ 816,000
6605 George Washington Hwy. (former bank)	3,300 Sq.Ft.	\$ 780,000
2000 E. Main Street	0.3 Acres	\$ 750,000
2505 Valley Road, Winchester, VA (former bank)	2,500 Sq.Ft.	\$ 737,500
4820 W. Hundred Road (former bank)	2,158 Sq.Ft.	\$ 735,000
6605 George Washington Hwy. (former bank)	3,300 Sq.Ft.	\$ 700,000
7113 Timberlake Rd., Lynchburg, VA (former bank)	2,790 Sq.Ft.	\$ 675,000
State Farm Service Ctr. 1121 Mall Dr.	8,923 Sq.Ft.	\$ 650,000
2600 Taylor Road, Chesapeake, VA (former bank)	1,995 Sq.Ft.	\$ 510,000
Holiday Inn Express-Brandermill	3.63 Acres	\$ 475,000
2010 S. Main St., Salisbury, VA (former bank)	2,255 Sq.Ft.	\$ 337,500
4025 Mechanicsville Tnpk. (former bank)	3,809 Sq.Ft.	\$ 280,000
1320 New Market Rd. (former bank)	2,930 Sq.Ft.	\$ 275,000
6511 Woodlake Village Pkwy. (former bank)	1,682 Sq.Ft.	\$ 254,000

OFFICE TENANT LEASING EXPERIENCE

LandAmerica Financial Group, Inc. (HQ)	297,000 Sq.Ft.
Philip Morris	222,057 Sq.Ft.
Capital One Services, Inc.	158,000 Sq.Ft.
Capital One Services, Inc.	135,375 Sq.Ft.
Pearson Government Solutions	123,200 Sq.Ft.
SunTrust Bank	90,000 Sq.Ft.
Capital One Services, Inc.	77,075 Sq.Ft.
Capital One Services, Inc.	66,003 Sq.Ft.
ChemTreat	50,000 Sq.Ft.
General Electric	44,000 Sq.Ft.
Capital One Services, Inc.	38,000 Sq.Ft.

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Union First Market Bank (HQ)	33,300 Sq.Ft.
UHS	32,505 Sq.Ft.
Selective Insurance	30,115 Sq.Ft.
Admiral Insurance (USA-HQ)	26,588 Sq.Ft.
Philip Morris International	25,000 Sq.Ft.
Wachovia Insurance, Inc.	21,262 Sq.Ft.
Sheltering Arms (HQ)	19,075 Sq.Ft.
Strayer College	18,433 Sq.Ft.
Exxon Corporation	15,235 Sq.Ft.
Royal Insurance	15,174 Sq.Ft.
Capital One Services	14,449 Sq.Ft.
Apex Systems, Inc.	12,283 Sq.Ft.
Clifton Ganderson, PLLC	11,447 Sq.Ft.
Hellmuth, Obata & Kassabaum, PC	11,174 Sq.Ft.
ABB Power Generation	9,401 Sq.Ft.
Teksystems	7,000 Sq.Ft.
Circuit City Stores, Inc.	6,800 Sq.Ft.
United Network for Organ Sharing	6,453 Sq.Ft.
Teksystems	5,944 Sq.Ft.
St. Paul Fire and Marine	5,694 Sq.Ft.
Louis Berger & Associates	5,568 Sq.Ft.
CountryWide Home Loans	5,161 Sq.Ft.
Parsons Healthcare	4,403 Sq.Ft.
Bostwick Laboratories of VA	3,886 Sq.Ft.
National City Mortgage	3,368 Sq.Ft.
Hannaford Bros.	3,350 Sq.Ft.
Copeland Companies, Inc.	3,339 Sq.Ft.
Kimley, Horn & Associates (Memphis, TN)	2,919 Sq.Ft.
Manpower	2,800 Sq.Ft.
Breeden and Collier Co.	2,567 Sq.Ft.
Richmond Fitness Group	2,200 Sq.Ft.
NCR Corporation	2,189 Sq.Ft.
Life of Virginia	2,020 Sq.Ft.
United Companies Lending Corp.	1,963 Sq.Ft.
USI	1,859 Sq.Ft.
National City Mortgage	1,667 Sq.Ft.
Medtronic, Inc.	1,576 Sq.Ft.
Bon Secours Home Health Care	1,440 Sq.Ft.
Lynk Systems	1,286 Sq.Ft.
Jim Beam Brands	407 Sq.Ft.

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LAND LEASING EXPERIENCE

American Family (land lease)	217,000 Sq.Ft.
Wachovia Bank (ground lease)	78,408 Sq.Ft.
Union Bank (ground lease)	63,120 Sq.Ft.
Wachovia Bank (ground lease)	60,984 Sq.Ft.
Wachovia Bank (ground lease)	51,052 Sq.Ft.
Wachovia Bank (ground lease)	44,867 Sq.Ft.
Union Bank (ground lease)	43,560 Sq.Ft.

INDUSTRIAL LEASING EXPERIENCE

Philip Morris – Huntersville, NC	600,000 Sq.Ft.
Philip Morris – Lexington, KY	60,000 Sq.Ft.
Lason Systems, Inc.	36,500 Sq.Ft.
Philip Morris – Bristol, TN	43,000 Sq.Ft.
Philip Morris – Greenville, TN	41,000 Sq.Ft.
Office Equipment Wholesale - Dallas, TX	25,000 Sq.Ft.
Office Equipment Wholesale - Miramar, FL	14,351 Sq.Ft.
Ted Lansing Corp.	10,040 Sq.Ft.
US Dept. of Agriculture	6,220 Sq.Ft.
Thompson Dental Co.	5,060 Sq.Ft.
Glass Menders	3,887 Sq.Ft.
Richard Milburn High School	2,700 Sq.Ft.
American Family Fitness	2,200 Sq.Ft.
Total Office Solutions, Inc.	1,891 Sq.Ft.
VA Dept. of Conservation and Recreation	1,296 Sq.Ft.

RETAIL LEASING EXPERIENCE

Ferguson Enterprises	11,317 Sq.Ft.
Sears, Roebuck & Co. (Charlottesville, VA)	5,568 Sq.Ft.
Alpha Graphics	4,277 Sq.Ft.
Pomodoro Itiliana Cucina	3,600 Sq.Ft.
Union Bank & Trust, 13700 Midlothian Tnpk.	3,594 Sq.Ft.
River City Bank – 109 E. Nine Mile Road	3,480 Sq.Ft.
Village Bank – 1650 Willow Lawn Drive	3,048 Sq.Ft.
First Capital Bank – 2810 Buford Road	2,800 Sq.Ft.
Provident Bank, 10101 Hull Street Rd.	2,594 Sq.Ft.
Bank of VA – 4023 W. Hundred Road	1,700 Sq.Ft.
HealthSouth Sports Medicine	1,600 Sq.Ft.