

# PROFESSIONAL PROFILE

## RETAIL SERVICES GROUP

### DAVID MACHUPA

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Fax: 757.499.1265  
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Website: thalhimer.com



#### SPECIALTY

Tenant Representation  
Landlord Representation  
Investment Sales  
Retail Development

#### KEY CLIENTS:

Starbucks Coffee  
Raving Brands!  
Luxotica  
Boddie Noell Enterprises

#### COMPANY EXPERIENCE

David's career in Commercial Real Estate is in its 15<sup>th</sup> year. During this time David has focused on the retail sector. Initially working on a large landlord portfolio consisting of 1.8 million square feet of institutionally, regionally and locally owned properties, David's career evolved to include Tenant Representation services which involve market analysis, site selection, lease and or contract negotiations as well as relocation evaluations. Additional services David offers are Development Services, which include site selection, feasibility studies and pre-leasing for unanchored strip centers, and Investors Services which include acquisition and disposition of income producing properties.

#### INDUSTRY ACHIEVEMENTS

Hampton Roads Assoc. of Realtors award recipient since 1998  
Commercial Real Estate Council, Past Board of Directors  
Old Dominion University Market Survey, Retail Chairman

#### REFERENCES

Dean Klein  
Sr. Development Manager  
Starbucks Coffee  
7617 Arlington Road.  
Bethesda, MD 20814

David Sellers  
Burger King Corporatin  
3109 Amherst Ave.  
Burlington, NC 27215

Robert Copeland  
Owner  
SC Diamond Associates  
168 Business Park Drive  
Virginia Beach, VA 23462

James F. Leach, Principal  
Frontier Development  
2627 NE 203<sup>rd</sup> Street, Ste. 216  
Miami, FL 33180.

Lance Johnson  
CBL Properties, Inc.  
2030 Hamilton Place. Blvd.  
Chattanooga, TN 37421  
Boca Raton, FL 33431

Chris Allen, Real Estate Director  
Ritz Camera  
3495 Piedmont Rd., Ste. 810  
Atlanta, GA 30305

#### EDUCATION

Old Dominion University, Norfolk, Virginia  
Business Finance w/concentration in Real Estate

Various Certified Commercial Investment Member (CCIM) designation courses:  
CI 101, CI 102, CI 401