

PROFESSIONAL PROFILE



Westmoreland Building
5700 Cleveland Street, Suite 400
Virginia Beach, Virginia 23462
thalhimer.com

RETAIL SERVICES GROUP

DAVID MACHUPA

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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 13th 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 was responsible for procuring national, regional and local tenants for new and existing centers, maintaining Landlord and Tenant relationships as well as selling and leasing outparcels. 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
Commercial Real Estate Council Member

REFERENCES

Dean Klein
Development Manager
Starbucks Coffee
2600 Park Tower Dr.
Merrifield, VA 22180

Scott Klatsky
Director of Leasing
Time Equities
55 Fifth Ave., 15th Floor
New York, NY 10003

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

Chris Allen
Director of Real Estate
Raving Brands
1935 Peachtree Rd.
Atlanta, GA 30309

Ken Goodman
Principal
Interface Properties
2300 Glades Road, Ste. 230W
Boca Raton, FL 33431

Timothy Hegarty
Market Planner
Yum! Brands Inc.
902 N. Pleasantburg Drive
Greenville, SC 29207

EDUCATION

Old Dominion University, Norfolk, Virginia 1995
Business Finance w/concentration in Real Estate

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

