

# PROFESSIONAL PROFILE

## **NORMAN K. MOON, JR., CCIM, SIOR, CRE, FRICS**

Tel: 434.455.2302  
Fax: 434.239.4058  
Email: norman.moon@thalhimer.com  
Website: thalhimer.com



### **SPECIALTY**

Site selection  
Landlord and tenant representation  
Acquisition, disposition, and valuation  
of real estate assets

### **CAREER SUMMARY**

Norman Moon has over twenty-three years' experience in commercial and industrial real estate as a broker, appraiser, consultant, property manager, and developer. He has been involved in almost all facets of the real estate business ranging from big box retail site selection to office and industrial tenant representation. Norman has completed a number of build-to-suit transactions both as a landlord and tenant representative. In the past nine years, he has been involved in the development or major retrofit of over ten significant medical office properties. As a consultant he often advises attorneys, property owners, and governmental agencies on complex real estate issues regarding the acquisition, disposition, or valuation of real estate assets.

### **PROFESSIONAL DESIGNATIONS**

CCIM - Certified Commercial Investment Member - 1993  
SIOR - Society of Industrial and Office Realtors - 1996  
CRE - Counselor of Real Estate - 2003  
FRICS - Fellow of the Royal Institute of Chartered Surveyors - 2007

Licensed Real Estate Broker - Virginia  
Certified General Real Estate Appraiser - Virginia and North Carolina

### **PARTIAL LIST OF CLIENTS SERVED**

Central VA Family Physicians	Boxley Materials
Home Depot	Owens Corning
NCR Corporation	Legg Mason
Nationwide Insurance	Old Virginia Candle Company
Frito Lay	GMAC Mortgage
Subway	Domino's
Quizno's	Play it Again Sports
Central Virginia Community Services	Dollar General
Lynchburg Nephrology Dialysis	GE Commercial Finance
Cardiology Associates of Central VA	Olsten Health Care
Verizon	Ericsson
Bell Atlantic	Danka
BB&T	Lowe's
Central Virginia Orthopaedics	

### **EDUCATION**

James Madison University, BBA in Marketing 1986  
Numerous specialized real estate courses through The Appraisal Institute, CCIM, and SIOR

# PROFESSIONAL PROFILE

## NORMAN K. MOON, JR., CCIM, SIOR, CRE, FRICS

Tel: 434.455.2302  
Fax: 434.239.4058  
Email: norman.moon@thalhimer.com  
Website: thalhimer.com



### SPECIALTY

Site selection  
Landlord and tenant representation  
Acquisition, disposition, and valuation  
of real estate assets

### SELECTED RECENT SALES TRANSACTIONS

Wal-Mart, 35 acres, Lynchburg, VA	\$ 8,200,000
Retail outparcel, Campbell County, VA	\$ 1,400,000
20-acre land parcel, Forest, VA	\$ 1,950,000
CVS site, Forest, VA	\$ 950,000
Bank site, Rustburg, VA	\$ 460,000
Bank site, Forest, VA	\$ 450,000
Home Depot site, Lynchburg, VA	\$ 1,100,000
Medical office portfolio	\$10,000,000
Lowe's, Staunton, VA	\$ 1,575,000
Medical office, Rustburg, VA	\$ 1,485,000
Amerisource Bergen, Campbell County, VA	\$ 1,850,000
Bank of America Building, Lynchburg, VA	\$ 1,200,000
IDA site, Lynchburg, VA	\$ 2,500,000
Former Circuit City building, Lynchburg, VA	\$ 1,060,000
HBA Casting building, Chatham, VA	\$ 465,000