

# PROFESSIONAL PROFILE

## GEORGE M. LUPTON, III CCIM Commercial Sales–Leasing

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### SPECIALTY

Site Selection  
Tenant Representation  
Land Assemblage  
Shopping Center Representation  
Pre-development Leasing

### CAREER SUMMARY

George, a native of Lynchburg, Virginia, began his real estate career in Atlanta, Georgia, working for Richard Bowers & Company, a commercial brokerage and management company. He has been involved in commercial real estate for ten years. When George returned to Lynchburg in 2002, he began working for Milton Realty Service Company, where he was awarded the Certified Commercial Investment Member designation by the CCIM Institute. In 2006 George was listed as one of the top-producing sales professionals for Hall Associates. Milton Realty Service Company merged with Hall Associates in 2006 to better service clients in southwest and central Virginia. In 2009 George joined the Thalhimer team as the firm continued expanding its presence across the State of Virginia.

### COMMUNITY AND BUSINESS INVOLVEMENT

Lynchburg Chamber of Commerce, Board member  
James River Day School, Board member  
Virginia Soft Drink, Board member  
Mid- Atlantic Cannery, Board member  
Blue Ridge Lacrosse, Board member  
Western Regional Director for the Virginia CCIM Chapter

### EDUCATIONAL ACHIEVEMENTS

Washington & Lee University, BA in Economics, 1984  
Lynchburg College, Masters in Business Administration  
Certified Commercial Investment Member (CCIM) designation

### INDUSTRY ORGANIZATIONS

Certified Commercial Investment Member (CCIM)  
Member National Association of Realtors  
Member of the Virginia Association of Realtors  
Member of the International Council of Shopping Centers

### INDUSTRY SECTOR FOCUS

George specializes in retail sales and leasing and has been involved in numerous retail development projects in central and southwest localities throughout Virginia. He has also done extensive site selection throughout Virginia for Fortune 500 companies.

### SALES AND LEASING EXPERIENCE: (PARTIAL LIST)

Bojangles	American Financial Realty Trust
Walgreens	Lexington Corporation Properties Trust
Dickey's Barbeque	Goodwill Industries
CVS Pharmacy	Bank of the James
Ferguson Enterprises	BB&T
National Waterworks	AT&T Wireless
The Nielsen Company	Trax Corporation
Edward Jones Company	84 Lumber
GMAC Mortgage	Lumber Liquidators
Make & Take Gourmet	Trust Company of Virginia