

Professional Profile



SUSAN F. JONES

Senior Vice President
Retail Brokerage

CURRENT RESPONSIBILITIES

Susan provides clients with services for purchasing/selling, developing, site selection and leasing of retail properties, as well as tenant representation.

CAREER SUMMARY

Susan's career began in 1985 when she joined Faison & Associates in the Richmond, Virginia office in the developing and leasing of the James Center, a mixed-use commercial real estate development located in the central business district. In 1988 she joined Lingerfelt Development Corporation where she was involved in the development and project management of health care facilities in the Mid-Atlantic region. From 1990 to 1992 Susan worked in the Real Estate Asset Management department of Investors Savings Bank managing a portfolio of non-performing loans and foreclosed commercial real estate. Susan then spent five years with the Heilig-Meyers Company, a Fortune 500 home furnishings retailer. There she specialized in land development, site selection and lease negotiation and was responsible for directing a portfolio of over 1,400 leased properties totaling 30 million square feet of retail space. Prior to joining Grubb & Ellis|Harrison & Bates in 2001, Susan was Director of Retail Brokerage at Dominion Commercial Realty for three years.

EDUCATION

Susan is a graduate of Virginia Polytechnic Institute and State University.

PROFESSIONAL AFFILIATIONS

Susan is a member of the Greater Richmond Association of Commercial Real Estate (GRACRE), CREW Network, and International Council of Shopping Centers (ICSC), where she has served on the Virginia Idea Exchange Planning Committee since 2003. She is the 2009-2010 Southern Virginia ICSC State Director.

CLIENTS/CUSTOMERS SERVED

- Advance America
- Ben Franklin Crafts
- Car Pool
- Cartridge World
- Edward Jones Investments
- HRI Properties
- H&R Block
- Little Caesars
- Pigtails & Crewcuts
- Regency Centers
- Salsarita's
- Saxbys Coffee
- Sonic
- Toys"R"Us
- Verizon Wireless

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