

# Professional Profile



## **CHARLES M. LOUTHAN, SIOR**

Senior Vice President  
Industrial Services Group

### **CURRENT RESPONSIBILITIES**

Chip is a member of the Industrial Group, with primary responsibility for assisting our clients in their industrial, manufacturing, distribution and logistical requirements. Chip works with his customers to fully understand their needs so as to match opportunities within the market, with a primary focus in landlord representation. His extensive career, in lending, development, asset management, third party logistics and brokerage, gives him excellent insight into finding real estate solutions.

### **CAREER SUMMARY**

Chip brings 30 years of commercial real estate experience to his clients. He is a former Vice President of Real Estate for the RF&P Railroad Company (now part of CSX Corporation). During this fifteen year period, he oversaw the development of Dabney Center, a 550,000 sf flex product, the continued joint venture of various Crystal City projects in Northern Virginia with the Charles E. Smith Companies, the development of Interstate Center and the acquisition of various buildings in the Arboretum. For eight years, he was with Porter Realty Company. He received the Ruby Award, the highest sales and leasing award from the Richmond Association of Realtors, for the past five years. Chip joined Grubb & Ellis|Harrison & Bates in February 2007. He has represented Alcoa, Federal Express, Giant Cement, International Speedway Corporation, and many prominent investors and individuals. During the past four years, his knowledge of logistics and warehouse distribution has served well with clients interested in Virginia's expanding port operations in Hampton Roads.

### **EDUCATION**

Chip received his B.A. degree from the Virginia Military Institute in 1975 and received a Masters of Business Administration from the Darden School of the University of Virginia in 1978. He became a member of the Society of Industrial and Office Realtors (SIOR) in 2002, which was upgraded to dual designation (office and industrial) in 2005. He has also taken many career enhancing courses, including real estate law and environmental science.

### **ACCOMPLISHMENTS & AFFILIATIONS**

Chip is a past president of the Richmond Real Estate Group and is currently serving as President of the Virginia Chapter of SIOR. He is past Chairman of the CVR MLS Commercial Division, Board of Governors. He is a past board member of VMI and Kiwanis clubs and currently serves as Vice President of Virginians for High Speed Rail. Chip is a deacon in his church, First Presbyterian Church. He is a retired Captain, U.S. Army (reserve). He is married and has two sons.

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