

**Lee Warfield** President & CEO

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Work Experience

Lee Warfield specializes in site selection and tenant representation services for regional and national retailers as well as land assemblage and pre-development leasing. He has successfully represented many prominent retailers such as Home Depot, Walmart, Sam's Club, Kroger, and Regal Entertainment and has played a part in many of the region's major retail developments, including the current redevelopment of Regency Square Mall in Henrico County.

Since joining Thalhimer as an Associate Broker in 1995, Lee has been recognized for his sales production, as well as his leadership and business acumen. He continues to be instrumental in the company's growth throughout the Mid-Atlantic region, including the successful launch of Thalhimer offices in Hampton Roads, Western Virginia and in the Carolinas.

Lee has been the company's President since 2011. In January 2016, he assumed the additional role of Chief Executive Officer, making him only the fourth CEO since Thalhimer's founding in 1913. He has been a longstanding member of Thalhimer's Board of Directors and currently serves as Chairman.

Company Positions

- CEO | 2016 - Present
- President | 2011- Present
- Executive Vice President | 2002-2011
- Chairman of Board of Directors | 2017-present
- Senior Vice President | 1999-2002
- Vice President | 1997-1999
- Director of Retail Services Group | 1997-2006

Key Assignments

- Archon Group - Short Pump Land | 41± acres | \$15,000,000
- BJ's Wholesale Club | 15.8± acres | \$3,648,000
- The Home Depot | 7+ transactions totaling 103± acres and \$24.5± million in transactional value
- The Kroger Company | Multiple transactions
- Regal Cinemas | Multiple new site transactions and dispositions
- Sam's Club | Multiple site transactions totaling 35± acres and \$8± million in transactional value
- Walmart Stores | 20+ transactions totaling more than 337± acres and \$70 million in transactional value

Professional Affiliations & Community Service

- Richmond Real Estate Group | Member
- VCU Real Estate Circle of Excellence | Member
- Leadership Metro Richmond | Class of 2001
- Virginia ICSC | State Retail Co-Chair | 2000-2003
- Virginia ICSC | State Director | 2003-2006
- VCU Real Estate Trends Conference Chair | 2006
- VCU Real Estate Circle of Excellence | President | 2009
- Richmond Sports Backers | Board Member | 2017
- The Management Round Table | Member | 2017

Education

- James Madison University | BBA Business Finance Major, 1985