



**David Machupa**, Senior Vice President

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## Work Experience

David's career in Commercial Real Estate is in its 24<sup>th</sup> year. During this time David has focused on the retail sector. Initially, working on a large landlord portfolio consisting of 1.8 million square feet of institutionally, regionally and locally owned properties, over the past 15 years David's career evolved to Tenant Representation services which involve market analysis, site selection, lease and or contract negotiations as well as relocation evaluations. David's Tenant Representation Services have included both individual unit selection as well as a large scale and statewide market roll out for clients such as Starbucks, Mattress Firm, AT&T. David is currently rolling out Aspen Dental throughout the state of Virginia.

Additional services David offers are Development Services, which include site selection, feasibility studies and pre-leasing for shopping centers, and Investors Services which include acquisition and disposition of income producing properties.

## Current Clients

- Starbucks Coffee
- Kotarides Development
- Aspen Dental
- Armada Hoffer
- IHOP
- Frontier Development
- Texas Roadhouse
- Time Equities
- Banfield Pet Hospitals

## Clients Served

- Moe's Southwest Grill
- Longhorn Steakhouse
- Office Max
- Luxottica
- Pei Wei
- Burger King
- Dots
- Panda Express
- Boddie Noell
- AT&T
- Gabriel Brothers
- Mattress Firm

## Awards & Accolades

- Old Dominion University, E.V. Williams Center for Real Estate and Economic Development, Retail Author & Presenter
- Hampton Roads Association of Realtors award recipient since 1998
- Commercial Real Estate Council, Past Board of Directors

## Education

- Old Dominion University, Norfolk, Virginia, Business Finance w/concentration in Real Estate
- Various Certified Commercial Investment Member (CCIM) designation courses: C1 101, C1 102, C1 401