



**Kent Roberts, CCIM** Senior Associate

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## Work Experience

Kent began his real estate career in the real estate department of The Southland Corporation (7-Eleven Food Stores) as the real estate representative in Charlotte, NC. During his eleven years at Southland, he served as real estate representative and senior real estate representative in the Carolinas and as the division real estate manager in the South Florida Division. His responsibilities at Southland included all aspects of site selection, site acquisition, and disposal of surplus properties, property management, and management of the South Florida Division real estate department. Kent has managed and been an equity partner in several real estate partnerships involved in residential, warehouse, and large-site retail development. He is also experienced in property assemblage, off-site stream mitigation, and environmental remediation. Kent has successfully represented clients in “work out” situations marketing their properties and achieving results for both clients and their lenders. Kent also owned and operated SAVE-X, USA, Inc., a ten store chain of convenience stores.

Kent’s focus is industrial sales and leasing, he is the industrial service line group leader for Thalhimer in Southwest Virginia and along the I-81 corridor. Kent is also active in office, retail, market analysis, and distressed assets.

## Clients Served

- Union Bank and Trust
- StellarOne Bank
- Essex Bank
- Branch Banking & Trust
- Advance Auto Parts
- O’Reilly Automotive
- COX Communications
- Faison Associates (Developer)
- Primax Properties (Developer)
- Elizabeth Arden, Inc.
- Tenneco Automotive
- Beavex Logistics
- Graham Packaging
- L&M Properties
- IES Communications
- W. W. Grainger

## Key Assignments

- Elizabeth Arden Inc. | Salem, VA | 483,000 SF
- Elizabeth Arden Inc. | Roanoke, VA | 399,000 SF
- Graham Packaging | Altavista, VA | 259,680 SF
- STAG Industrial | Buena Vista VA | 173,055 SF
- TENNECO | Harrisonburg, VA | 108,000 SF
- STAG Industrial | Fairfield, VA | 76,000 SF
- W. W. Grainger | Roanoke, VA | 24,300 SF
- All American Auto Spa, 3 locations  
Rocky Mount | Bedford/Waynesboro, VA
- Advance Auto Parts | Lynchburg, VA | 9,945 SF
- Advance Auto Parts | Roanoke, VA | 7,000 SF
- O’Reilly Auto Parts | Roanoke, VA | 6,000 SF
- American Way Village | Bedford VA | 10,200 SF
- Union Bank & Trust | Multiple Transactions
- StellarOne Bank | Multiple Transactions

## Large Site Assemblage

- The Home Depot | US 220 South, Roanoke, VA | 106,511 SF
- Chic-fil-A | US 220 South, Roanoke, VA | 4,364 SF
- Starbucks | US 220 South, Roanoke, VA | 1,872 SF

### Professional Affiliations & Community Service

- CCIM Mid-Atlantic Chapter | Served on the Board of Directors
- Society of Independent Gasoline Marketers of America | Served on the Board of Directors
- National Association of Convenience Stores | Past Member
- Virginia Association of Petroleum Marketers and Convenience Stores | Past member

### Education

- East Tennessee State University | BS Business Administration | Real Estate, 1976
- CCIM – CI 101 Financial Analysis of Commercial Investment Real Estate
- CCIM – CI 102 Market Analysis for Commercial Investment Real Estate
- CCIM – CI 103 User Decision Analysis for Commercial Investment Real Estate
- CCIM – CI 104 Investment Analysis for Commercial Investment Real Estate
- CCIM – Understanding IRR and NPV
- CCIM – Preparing to Negotiate
- CCIM – Creating Reliable Valuations
- CCIM – User Cost of Occupancy Analysis