



JAMES R. (JAY) JOSEPH

SENIOR VICE PRESIDENT GENERAL BROKERAGE & LEASING

(757) 640-9289

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BACKGROUND

Jay's real estate experience spans thirty years and includes activities as diverse as development, property management, loan placement, investments and brokerage.

EDUCATION/EXPERIENCE

A.B., Cum Laude, Harvard University, 1978

M.B.A., The Wharton School, University of Pennsylvania, 1982

GVA Advantis, Newport News, Virginia

For twelve years Jay conducted a general brokerage practice with an emphasis on investment sales.

Great Atlantic Management Company, Hampton, Virginia

During his seven-year tenure at Great Atlantic Management Company, Jay was responsible for the day-to-day operation of approximately 20,000 apartment units and one million square feet of commercial space.

Eastdil Realty, New York, New York

Jay worked in real estate investment banking for six years and arranged in excess of \$600 million of mortgage placements, private real estate equity investments and commercial property sales.

CIVIC & INDUSTRY AFFILIATIONS

- Trustee, Christopher Newport University Real Estate Foundation
- Trustee, Fort Monroe Authority
- Chair, Hampton Economic Development Authority
- Licensed Real Estate Broker, Virginia and North Carolina
- Winner of HRACRE 2004, 2005, 2006, 2008 and 2010 Deal of the Year Awards

SELECTED EXPERIENCE

- Williamsburg Market Center, Williamsburg, VA - Sale of 120,000 SF shopping center.
- Stevens Property (Great Wolf Lodge), Williamsburg, VA – Sale of 83-acre site for hotel and indoor water park.
- Lee Hall Apartments, Petersburg, VA – Receivership and sale of 570-unit garden apartment project.
- Cleveland St. Properties, Virginia Beach, VA – Sale of 110,000 SF in five office/warehouse buildings.
- 421 Butler Farm Road, Hampton, VA - Lease up and sale of 56,000 SF office building.

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