



# Susan F. Jones



SENIOR VICE PRESIDENT / RICHMOND, VIRGINIA  
susan.jones@harrison-bates.com

## EDUCATION / QUALIFICATIONS

- B.A. Virginia Polytechnic Institute and State University

## AFFILIATIONS / MEMBERSHIPS

- Member, VCU Real Estate Circle of Excellence 2013 - 2018
- International Council of Shopping Centers (ICSC) – State Director – 2009 – 2012. Member since 1998
- Greater Richmond Association of Commercial Real Estate (GRACRE) – Board Member 2008 – 2010
- CREW – Richmond – Past President's Council; President – 1998  
Member since 1993
- Emergency Shelter, Inc. – Board Member Richmond non-profit for the homeless from 1997–2003 ; President 1999-2001
- Colliers International National Retail Leadership Committee; Co-chair Landlord Practice Group
- Virginia Tech Program Real Estate Richmond Steering Committee

## HARRISON & BATES

### Commercial Real Estate

Harrison & Bates  
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Richmond, Virginia 23226  
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## CONTACT DETAILS

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FAX 804.782.1746

## CURRENT ROLE

Susan's career began in 1985 when she joined the Richmond, Virginia office of Faison & Associates in the developing and leasing of the James Center, a mixed-use commercial real estate development located in the central business district. In 1988 she joined Lingerfelt Development Corporation where she was involved in the development and project management of health care facilities in the Mid-Atlantic region. From 1990 to 1992 Susan worked in the Real Estate Asset Management Department of Investors Savings Bank managing a portfolio of non-performing loans and foreclosed commercial real estate. Susan then spent five years with the Heilig-Meyers Company, a Fortune 500 home furnishings retailer. There she specialized in land development, site selection and lease negotiation and was responsible for directing a portfolio of over 1,400 leased properties totaling 30 million square feet of retail space. From 1998 to 2001 Susan was Director of Retail Brokerage at Dominion Commercial Realty, a local retail brokerage firm. In 2001 Susan joined the Retail Brokerage Team at Harrison & Bates Incorporated, a full service commercial real estate firm. At the time Harrison & Bates was doing business as Grubb & Ellis|Harrison & Bates. She was promoted to Vice President in 2004 and in the following year became a shareholder with the firm. In 2007 Susan was promoted to Sr. Vice President and three years later was appointed to the Board of Directors. The firm affiliated with Colliers International in 2012 and she served on Colliers National Retail Leadership Steering Committee from 2013 to 2017.

## AWARDS & RECOGNITION

- 2012 and 2015 Colliers | Richmond Top Producer
- 2010 – CREW Richmond's Top 20 Women in Commercial Real Estate
- 2017 CoStar Power Broker

## CLIENTS REPRESENTED

- AC Moore
- Office Depot/Office Max
- Little Caesar's
- Dunkin Donuts
- Dominion Energy
- Casto
- Skrimp Shack
- Capital Square 1031
- Kroger
- American Realty Advisors