



David T. Kalman



SENIOR ASSOCIATE / RETAIL BROKERAGE
RICHMOND, VIRGINIA
david.kalman@harrison-bates.com

EDUCATION / QUALIFICATIONS

- Bachelor of Arts - Virginia Commonwealth University

AFFILIATIONS / MEMBERSHIPS

- Weinstein JCC
- ICSC
- GRACRE
- Salvation Army of Central VA - Facilities CommitteeGRA
- BNI of Central VA

CURRENT ROLE

David entered the Richmond real estate market in 1990 at Shor Real Estate, after his family business, Siegel's Super Markets, a chain of 6 stores, was sold to Farm Fresh Stores. David then joined One South Realty Group in January 2013 in order to bring his experience in retail real estate to the team where he has worked with a wide range of clients from "mom and pop" business owners, multi-store operators, franchisors and national chains. Developing a special focus on site selection, David has worked with clients ranging from single-store operators to multi-state chains in their expansion across Virginia.

David combines his personal experience as a tenant, landlord, investor and developer and his academic knowledge gained in post-graduate real estate course work at VCU with a detail oriented perspective and commitment to client service to help all of his clients further their business goals.

EXPERIENCE

A Richmond native and VCU graduate, David has been active and held leadership roles in many area organizations including; Metro Richmond Crime Stoppers and the Weinstein JCC. He currently serves on the Salvation Army of Central Virginia's Facilities Committee. David is the father of two sons and his hobbies include coaching, playing tennis and reading.

David is an active member of ICSC and BNI.

NOTABLE TRANSACTIONS

- Managed site selection and acquisition project for a national retail pharmacy chain resulting in 15 new or relocated stores in 7 markets in central and western Virginia.
- Managed the leasing and subsequent sale of a portfolio of 5 retail buildings and 3 parcels of vacant land for a family trust.
- Responsible for managing the relocation strategy for a national consumer lending company resulting in the relocation of 17 locations throughout Virginia.
- Managed the site selection program for a national grocery chain throughout western Virginia, covering 34 individual markets.

HARRISON & BATES

Commercial Real Estate

Harrison & Bates
7200 Glen Forest Drive / Suite 200
Richmond, Virginia 23226
www.harrison-bates.com

CONTACT DETAILS

CELL 804.539.8404
DIRECT 804.591.2403
FAX 804.782.1746