



Charles M. Louthan, SIOR



SENIOR VICE PRESIDENT | PRINCIPAL
RICHMOND, VIRGINIA
chip.louthan@harrison-bates.com

EDUCATION / QUALIFICATIONS

- Bachelor of Arts -
Virginia Military Institute
- MBA - Darden School

AFFILIATIONS / MEMBERSHIPS

- SIOR
- Past President,
Virginia Chapter of SIOR
- Past President,
West Richmond Business Association
- 2013-2015 President,
Virginians for High Speed Rail
- Elder - First Presbyterian Church
- CoStar Power Broker

CURRENT ROLE

Chip is a member of the Industrial Group, with primary responsibility for assisting our clients in their industrial, manufacturing, distribution and logistical requirements. Chip works with his clients to fully understand their needs so as to match opportunities within the market, with a primary focus in landlord representation. His extensive career, in lending, development, asset management, third party logistics and brokerage, gives him excellent insight into finding real estate solutions.

Chip brings 35 years of commercial real estate experience to his clients. He is a former Vice President of Real Estate for the RF&P Railroad Company (now part of CSX Corporation). During this fifteen year period, he oversaw the development of Dabney Center, a 550,000 sf flex product, the continued joint venture of various Crystal City projects in Northern Virginia with the Charles E. Smith Companies, the development of Interstate Center and the acquisition of various buildings in the Arboretum. For eight years, he was with Porter Realty Company. Chip joined the company in February 2007. He has represented Alcoa, Federal Express, Giant Cement, International Speedway Corporation, and many prominent investors and individuals. During the past four years, his knowledge of logistics and warehouse distribution has served well with clients interested in Virginia's expanding port operations in Hampton Roads. Chip was awarded the Everest Award by Colliers International in 2013.

EXPERIENCE

Chip received his B.A. degree from the Virginia Military Institute in 1975 and received a Masters of Business Administration from the Darden School of the University of Virginia in 1978. He became a member of the Society of Industrial and Office Realtors (SIOR) in 2002, which was upgraded to dual designation (office and industrial) in 2005. He has also taken many career enhancing courses, including real estate law and environmental science.

Chip is a past president of the Richmond Real Estate Group and has served as President of the Virginia Chapter, SIOR. He is past Chairman of the CVR MLS Commercial Division, Board of Governors, past President of West Richmond Business Association and President of Virginians for High Speed Rail from 2013- 2015. Chip is an elder in First Presbyterian Church. He is a retired Captain, U.S. Army (reserve), married and has two sons.

HARRISON & BATES

Commercial Real Estate

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