



# Austin H. Newman, SIOR



SENIOR VICE PRESIDENT / RICHMOND, VIRGINIA  
austin.newman@harrison-bates.com

## EDUCATION / QUALIFICATIONS

- BA - College of Charleston

## MEMBERSHIPS

- SIOR
- CCIM Candidate

## CURRENT ROLE

Austin provides sales, leasing and corporate services to companies in connection with commercial real estate acquisitions and dispositions.

## ACCOMPLISHMENTS

- Dale Carnegie Sales and Human Relations Training
- SIOR World Conference Breakout Subcommittee Member
- CCIM Candidate
- CCIM/VA Business Magazine "Most Significant Transaction 2005" - Lease of James River Center I - 123,000 SF
- GRACRE (Greater Richmond Area Commercial Real Estate) "Sale of the Year for 2010" - Capital One acquisition of Innsbrook I and II Buildings - 192,187 SF
- GRACRE (Greater Richmond Area Commercial Real Estate) "Lease of the Year for 2010" - Capital One acquisition of Liberty Plaza II - 135,375 SF
- GRACRE (Greater Richmond Area Commercial Real Estate) "Lease of the Year for 2014" - McKesson Corporation of Deep Run 3 - 168,000 SF

## BUSINESS & EDUCATIONAL BACKGROUND

Austin began his career in commercial real estate in April of 1995 while seeking a Master of Science in Geology from Old Dominion University. Austin has performed various acquisition and disposition services for Capital One, Philip Morris and Gramercy Capital Corp., (formerly American Financial Realty Trust), AR Global and Wells Fargo which has included tasks such as the idle facility sales, office expansions/ acquisitions and investment sales of sale-leaseback properties. Austin has a B.A in Geology from the College of Charleston and is just shy of completing an M.S. Geology at Old Dominion University.

## COMMUNITY INVOLVEMENT

- Salvation Army Angel Tree Program Volunteer
- St. Bridget's School Soccer Coach

## HARRISON & BATES

### Commercial Real Estate

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

### CONTACT DETAILS

CELL 804.869.3492  
DIRECT 804.591.2402  
FAX 804.782.1746

## CLIENTS REPRESENTED

- Capital One Financial
- Lexington Corporate Properties
- Monument Construction
- Altria
- Franklin Street Properties
- EDC Construction
- Union Bank & Trust
- Gramercy Capital Corporation
- Ippon Technologies
- Essex Bank
- AR Global
- Philip Morris International
- Wachovia Bank
- JMT Engineering
- Gladstone Companies
- Apex Systems
- TBL Networks
- LNR Partners