



Jake Jones
Vice President

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SPECIALIZATION
Office

CLIENT RELATIONSHIPS

- Wachovia Bank, N.A.
- Wells Fargo Home Mortgage
- City of Raleigh
- Wake County
- Mental Health Association
- Royal Home Fasions
- HNTB Corporation
- Capital Bank
- Vescom Americas
- Coastal Federal Credit Union
- Withers & Ravenel
- Robert Half International
- Maxim Integrated Products
- Cii Associates, Inc.
- Clark Nexsen Architecture & Engineering
- Wake County Public Schools/Wake County School Board

CAREER SUMMARY

Since joining Grubb & Ellis|Thomas Linderman Graham in 2003, Jake has successfully completed office lease and sale transactions totaling over \$150 million. He has also been involved in investment and build-to-suit projects for clients located outside of the Triangle. Jake specializes in tenant representation and focuses on space utilization, efficiency and financial engineering to generate significant savings for office lease renewal, restructure or relocation.

Prior to joining Grubb & Ellis|Thomas Linderman Graham, Jake worked as a Staff Engineer for Withers and Ravenel in Cary, North Carolina. His responsibilities included coordinating with clients, design teams, land planners, utility companies and contractors to prepare construction plans, assisting in commercial and residential site planning and design, and developing erosion and sediment control plans to minimize environmental degradation while maximizing site potential. Jake gained valuable experience and unique insight into the commercial real estate industry during his time with Withers and Ravenel, bringing tremendous benefits to his clients.

EXPERIENCE

- 2011 – Present: Vice President, Grubb & Ellis|Thomas Linderman Graham
- 2008 – 2010: Associate Vice President, Grubb & Ellis|Thomas Linderman Graham
- 2003 – 2007: Real Estate Advisor, Grubb & Ellis|Thomas Linderman Graham

EDUCATION

- North Carolina State University – Bachelor of Science, Civil Engineering
- Dale Carnegie Leadership Course
- Licensed Real Estate Broker, North Carolina

PROFESSIONAL AND COMMUNITY AFFILIATIONS AND RECOGNITIONS

- Member, Triangle Area Office Building Association (TRAOBA)
- Winners Circle, 2010, 2008, 2007, 2006, 2005, Grubb & Ellis|Thomas Linderman Graham
- Most Commissions, 2005, Grubb & Ellis|Thomas Linderman Graham
- Largest Transaction, 2010, Grubb & Ellis|Thomas Linderman Graham
- Grubb & Ellis Circle of Excellence qualifier (top 1% nationwide in sales volume), 2010

RECENT TRANSACTIONS

<u>Property</u>	<u>Tenant/Client</u>	<u>Value</u>
Crossroads I & II, Cary	Wake County Public Schools	\$50.0 Million
Family Dollar Stores	Eastern Pride, Inc.	\$8.2 Million
6716 Six Forks Road, Raleigh	City of Raleigh	\$6.2 Million
Burwell/Spottswood Court	Burwell Associates, LLC	\$6.0 Million
One Crosspointe Plaza, Raleigh	CAPROC, LLC	\$5.0 Million
333 St. Albans Drive, Raleigh	Coastal Federal Credit Union	\$4.0 Million
1711 New Hope Church Road, Raleigh	Marlowe & Moye, LLC/OAH	\$4.0 Million
227 Fayetteville Street, Raleigh	Wachovia Bank, N.A.	\$3.5 Million
Meadowmont, Chapel Hill	Wachovia Securities, LLC	\$2.2 Million
333 Fayetteville Street, Raleigh	Capital Bank	\$2.0 Million
224 Fayetteville Street, Raleigh	Wake County	\$2.0 Million