



**Chester F. Allen, CCIM**  
*Real Estate Advisor*

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**SPECIALIZATION**

Distressed Assets  
Land  
Industrial  
Investment

**CLIENT RELATIONSHIPS**

- Mechanics & Farmers Bank
- RBC Bank, USA
- 3TEX
- ST Wooten Corporation
- Flow Companies
- Invista Corporation
- SFL+ A Architects
- Supreme Corporation
- Eastern Aluminum & Supply Company
- Bunge North America
- Duke Realty Corporation
- PetSuites, Inc.
- Murphy Family Ventures, LLC
- Linc Network
- Moore and Johnson Agency
- Juice Alive
- ITW Ark-Les Corporation
- 1-800-PACK RAT
- CEMEX Corporation
- BB&T
- Custom Brick Company
- Lynnwood Grill
- Maine Plastics

**CAREER SUMMARY**

Chester specializes in sales transactions, handling all aspects of the buyer and seller representation process. In addition to providing guidance throughout the sale process, he offers clients property and market evaluations, strategic marketing plans, preparation and maintenance of due diligence materials, abstraction of offers, contract negotiation, and assistance in closing the transaction. Chester is experienced in assisting clients with various municipality development related processes such as: rezoning cases, site plan approval, permitting and property subdivisions. On several occasions he has provided expert witness testimony in municipal hearings on behalf of clients seeking land use variances, rezoning, and other development related cases.

When Chester joined Grubb & Ellis|Thomas Linderman Graham in June 2006, his primary focus was buyer/tenant and landlord/seller representation services for industrial properties and land. While he continues to work in those sectors, changing market conditions led him to expand his focus to include bank owned asset and management services. Additionally, Chester handles select tenant representation assignments for corporate clients across the country. He has completed transactions in virtually every sector of the industry, including investment, industrial, retail, office, medical, religious facilities/special use and commercial and residential land in twelve states, mostly across the Southeastern United States. When working with clients outside of his expertise or geographic area, he partners with local market experts to achieve the highest possible level of service. Chester's extensive market coverage gives him a considerable advantage when looking at the industry from a macro level. His experience with a wide assortment of asset classes across multiple markets has enabled Chester to build an in-depth collection of best practices, which he leverages for the benefit of his clients.

**EXPERIENCE**

- 2006 – Present: Real Estate Advisor, Grubb & Ellis|Thomas Linderman Graham
- 2004 – 2005: Intern, Colliers International (formerly Anthony & Company)

**EDUCATION**

- Appalachian State University – Walker College of Business, 2005
- Ravenscroft School, 2001
- Licensed Real Estate Broker, North Carolina

**PROFESSIONAL AND COMMUNITY AFFILIATIONS AND RECOGNITIONS**

- Certified Commercial Investment Member (CCIM)
- Member, Triangle Area Office Building Association (TRAOBA)
- Member, Triangle Commercial Association of Realtors (TCAR)
- Committee Member, Habitat for Humanity Land Search and Acquisition Board
- Member, White Memorial Presbyterian Church
- Committee Member, Ducks Unlimited, Raleigh Chapter
- Member, Appalachian State University Alumni Association
- Member, Grubb & Ellis Land Practice Group
- Member, Grubb & Ellis FSAM (Financial Services Asset Management) Practice Group
- Member, North Carolina CCIM Chapter

**RECENT TRANSACTIONS**

<u>Property</u>	<u>Location</u>	<u>Type</u>	<u>Client</u>	<u>Value</u>
Drewtina Business Plaza (referral)	Orlando, FL	Sale	RBC Bank, USA	\$3.30 million
5600 Capital Boulevard	Raleigh, NC	Sale	Flow Companies	\$2.88 million
100 County Line Court (Referral)	Oakland, FL	Sale	RBC Bank, USA	\$1.75 million
Salem Street Arboretum	Apex, NC	Sale	Salem Street, LLC	\$1.50 million
2080 E. Williams Street	Apex, NC	Lease	Maine Plastics	\$1.15 million
8200 Brownleigh Drive	Raleigh, NC	Sale	David Cox	\$1.11 million
109 MacKenan Drive	Cary, NC	Lease	3TEX	\$1.00 million
4821 Grove Barton Road	Raleigh, NC	Sale	Lynnwood Grill	\$1.00 million

**From Insight to Results**