



## **JAMES N. OWENS, CCIM**

Senior Vice President  
General Brokerage Services

(757) 640-8233

[JimOwens@HarveyLindsay.com](mailto:JimOwens@HarveyLindsay.com)

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### **SPECIALTY**

Jim provides brokerage and consulting services in the acquisition and disposition of user and investment properties and development land.

### **BACKGROUND**

After receiving a Bachelor of Science Degree in Economics in 1965 from Auburn University, he pursued a career in computers, working for IBM, General Electric, and later a software consulting firm in New York City. Jim changed careers to commercial real estate in 1976 and joined Harvey Lindsay Commercial Real Estate in 1981, the same year he was awarded the respected Certified Commercial Investment Member (CCIM) designation by the National Association of Realtors. A graduate of Leadership Hampton Roads and Farr Associates Executive Leadership Program, he is also active in community service and is Past President of the Harbor Front Kiwanis Club and past director of Lee's Friends. Honors include numerous sales achievement awards, service as past presidents of the Virginia CCIM Chapter, Hampton Roads Commercial Real Estate Exchange, and Hampton Roads Association for Commercial Real Estate (HRACRE). He has developed and taught a commercial real estate course at the college level.

### **SERVICES OFFERED**

Clients have benefited from his understanding of their investment objectives, his technical expertise, and knowledge of the marketplace. Past projects throughout Hampton Roads range from land acquisition, subdivision and rezoning, to the sale of shopping centers, office and industrial buildings. As a former NASD Broker-Dealer, he has successfully participated in real estate syndications using sophisticated investment analysis techniques. Assisting investors and developers in determining the investment value of property is his specialty. Jim is a licensed Real Estate Broker in Virginia and North Carolina.

### **CLIENTS SERVED**

Clients served include Sears, USAA, Hilton Hotels, Hampton Roads Crossing Associates, Cities of Norfolk and Virginia Beach, The Christopher Companies, Richmond Catholic Diocese, QED, Virginia Power, Hampton Roads Sanitation District, and numerous local users and investors.