

## **June Parker Estill**

*Broker, Commercial, Industrial & Land Development*

### *Professional Qualifications*

#### **Licensed Real Estate Broker West Virginia and North Carolina – 1979 to date**

**1994 to present – Real Estate Brokerage, specialized marketing services and consultation. Areas of expertise include the presentation of luxury and historic residential properties; commercial and industrial properties – sale and leasing; investment properties of all types; and land sales.**

June Estill is the 'Broker of Record' of The Hawthorne Group. The firm is a member of the **Eastern Panhandle Board of Realtors, West Virginia Association of Realtors, National Association of Realtors and the Metropolitan Regional Information System (MRIS)**. During my career in this industry I have practiced Real Estate Sales, Appraisal and Property Management.

**Member of Real Estate Cyberspace Society** – The Society is the acknowledged leader in marketing technology of the real estate industry for the Internet. The Society provides members with state-of-the-art information on marketing processes and keeps them abreast of information sources many venues. They are privy to limited access databases, reviews on industry changes and predictions involving the Internet for various purposes.

#### **Member of Real Estate Information Sharing and Analysis Center (ISAC)**

Member Forum for Commercial Real Estate of the **National Association of Industrial and Office Properties – Northern Virginia Chapter** – An association with 10,000+ members that represent the interests of developers and owners of industrial, office and related commercial real estate throughout North America. NAIOP provides communication, networking and business opportunities, continuing education and effective public policy, to create, protect and enhance property values.

**Member of National Trust for Historic Preservation - Accreditation - Historic Real Estate, Charleston, South Carolina – April 25, 1995**

**Candidate Member of NAR Commercial Investment Real Estate Institute – CCIM** – Course CI 101, Financial Analysis for Commercial Investment Real Estate – June 6, 1997; Course CI 201, Market Analysis for Commercial Investment Real Estate – October 16, 1997; Course CI301, Lease Analysis for Commercial Investment Real Estate – August 18, 1999.

### **Consultation Projects**

Quail Ridge Phase II – Residential Development – West Central Jefferson County  
Harvest Hills – Residential Development, Duffield area of Jefferson County  
Spruce Hill – Residential Development, Charles Town  
Thorn Hill – Residential Development, Harpers Ferry  
Blackford Farm – Mixed Use Development, Ranson  
Chapel View – Residential Development, Berkeley and Jefferson Counties  
Jefferson Orchard – Mixed Use Development, Bardane  
Spruce Hill Town Homes – Residential Development, Charles Town  
Summit View – Residential Development, Summit Point  
Newton-Gibson Estates – Residential Development, Harpers Ferry

## **Real Estate Sales & Leasing**

Land Sales – 100+ units, in excess of 3,000 acres for \$17+ million.

Residential Sales – 40+ units for \$7+ million.

Commercial/Industrial Sales and Leasing – 60+ units for \$47+ million.

## **Commercial, Industrial, Office Customer Samples**

First Potomac Realty Trust – Retail and Office Leasing

Frederick Business Properties – Retail and Office Leasing

Branch Bank & Trust – Sale of Trust Holdings

Miller Enterprises – Sale of Retail Structure

Harrisonburg Partnership – Sale of Retail Structure

F & M Bank – Sale of Historic Retail Holdings

Riggs Trust – Sales of Industrial Land

Food Lion – Retail Lease

Advance Auto – Retail Lease

Auto Zone – Retail Lease

Yum Brands – Retail Lease

## **Formal Education**

June Estill has an associate's degree in Interior Design and extensive training in visual arts including computer graphics and advertising layout. She attended West Virginia State College, Institute, West Virginia – Business Administration, Accounting and Visual Arts; Cape Fear Technical Institute, Wilmington, North Carolina – Real Estate Principles and Visual Arts; and Art Institute of Chicago – Art Advertising and Computer Graphics.

## **Prior Employment and Personal History**

1988-1994 - Residing in San Miguel de Allende, Mexico, returning to the U.S. on consultation assignments and international marketing of real estate in Mexico.

1986-1988 - Associate Broker, Appraiser and Secretary/Treasurer of The Hawthorne Company, Inc., Charleston, West Virginia, practicing statewide brokerage, appraisal and consultation.

1980 - 1986 - General Manager, Morris Square, Inc., and Putnam Developments, Inc., Charleston, West Virginia. Duties included general administration, real estate marketing and management of holding in excess of \$50 million.

1978 - 1980 - Associate Broker, North State Realty, Wilmington, North Carolina, performing residential sales in the upper-medium price range.

1964 - 1978 - Various positions including residential and commercial construction.

June is a native West Virginian. She and her husband, Calvert, have traveled extensively. They reside at 200 N Red Hill Road, in the City of Martinsburg. They are Members of the Martinsburg/Berkeley County Chamber of Commerce. June is an active participant of the Eastern Panhandle Entrepreneurs Forum. Both she and her husband contribute time and resources to cultural and educational activities in the local community.