

SHARY THUR, CCIM

Owner and President

Thur & Associates

direct: 202.823.4445 | cell: 202.359.3469 | sthur@thurassociates.com

Corporate Office: 1054 31st St NW Suite 115, Washington DC 20007

Florida Office: 327 Plaza Real Blvd Suite 301, Boca Raton FL 33432

www.thurassociates.com

With a passion, energy, focus and dedication for retail leasing, Shary Thur founded Thur & Associates in 2001. Providing superior service to its clients is the foundation upon which Thur & Associates was built. Much of Shary's success can be attributed to her creative out-of-the-box thinking and her deft ability for skillfully and strategically placing tenants in centers to complement each other.

Shary has worked with many major national retail retailers including The Limited, Staples, Marshall's, Home Depot, Harris Teeter, Ross, Pier 1, Home Goods, AC Moore Arts & Crafts & many others. A brief representative list of Thur's exclusive landlord/owner clients include publicly traded REITs and developers such as Kimco Realty Corporation, Atlantic Realty Companies, M & J Wilkow and RREEF.

Thur's hands-on experience includes ground-up development, redevelopments, property re-positioning of shopping centers, urban developments, and out-parcel pads. Shary has provided critical assistance for numerous landlords in the Greater Washington DC Metropolitan region in successfully re-positioning assets such as Bethesda Corner, Marumscos Plaza, Briggs Chaney Shopping Center, Festival at Muddy Branch, and many others. On the tenant side, Shary also represents many franchises around the country providing site selection services. She prides herself in always going the "extra" mile and providing the necessary support to the franchisees.

Shary Thur's background in retail began in 1979, when she worked in the retail furniture industry while getting her bachelor's degree at the University of Maryland. Directly out of school, Thur opened her own beauty salon and managed it for approximately 2 years before selling it. She returned to the furniture industry as a wholesale representative for several furniture lines selling directly to retail stores across the Eastern seaboard. Approximately 4 years later, Shary and a partner started a company which designed computer software for chiropractors. Thur sold her interest in 1988, and entered the commercial real estate industry.

Shary started leasing commercial real estate with a small firm in Bethesda, Maryland and was quickly recruited by the Carey Winston Company to work in their retail division. By re-positioning many troubled centers within a short period, she gained recognition in her field. Her expertise and capabilities allowed her to acquire several new properties for the firm, and for her efforts, she was promoted to Vice President.

In 1995, Shary seized an opportunity to handle leasing on a much larger scale when she was recruited by CNM Associates to manage the Mid-Atlantic region. Within her first year, she received CNM Associates' most prestigious award, "Employee Exceeding All Expectations". In 1996 she received her CCIM designation.

Thur has served on several Boards. Shary's service includes chairing and working on ICSC Mid-Atlantic conferences (for 10 years), CREW (Commercial Real Estate Women), and the WIRRE (Women in Retail Real Estate) executive committee. Shary also founded a power broker's club that meets monthly.

Shary's passion for the retail leasing business is a lifelong commitment. Through her professional career her goal has remained unchanged: Provide superior service and results; far exceed clients' expectations. Shary's Mission Statement is quite simple: "Under-promise and over-deliver".