



**Steve Tharpe, CCIM**  
*Executive Vice President*

Enhanced Value Strategies, Inc.  
1401 S. Brentwood Boulevard, Suite 750  
St. Louis, MO 63144  
314.932.4098 direct  
stharpe@evsinc.net



#### **CAREER SUMMARY**

Mr. Tharpe entered the commercial real estate industry in 1976. His background includes an extensive track record in all sectors of the commercial real estate services industry, including: investment, development, brokerage, asset management, business operations and strategic consulting. Steve has completed over 750 transactions and assignments during the past 33 years, comprising transaction volume in excess of \$850,000,000, including extensive experience with office, industrial, special use and corporate facilities related land and building assignments. The cornerstones of Mr. Tharpe's professional approach include:

**Strategic Planning** - each client requirement and assignment is unique and worthy of customized planning

**Comprehensive Services** - a complete scope of services with clear action items and project deliverables

**Quantitative and Qualitative Evaluation** - both economic and non-economic considerations are important

**Thoughtful Recommendations** - understanding all dimensions of a client's situation relating to the decision

**Issues Identification and Resolution** - staying out in front of the project and overcoming challenges

**Effective Leadership** - from beginning to the end of the assignment

Prior to joining EVS, Mr. Tharpe was a Founding Principal of Discovery Group, LLC, a St. Louis based private firm engaged in commercial real estate investment, development, consulting and specialty services for corporations, health care systems, non-profit organizations, owner operator businesses and private investment concerns. Mr. Tharpe is also affiliated with Colliers International | Saint Louis, LLC where he conducts brokerage services. Mr. Tharpe enjoys a reputation for delivering high-quality services to a significant number of corporations, institutions, investors and privately-owned businesses and will be pleased to submit client references and case studies upon request.

#### **SPECIALIZATIONS**

Brokerage and Marketing Services Consulting

Corporate Facilities Consulting

Investment Property Consulting

Strategic Business and Special Projects Consulting

Personal Representative and Advisory Board Services

Expert Witness Testimony

#### **BUSINESS ORGANIZATIONS**

National Association of Realtors

St. Louis Association of Realtors (former president commercial division)

Certified Commercial Investment Member (CCIM) (former chapter president)

#### **PROFESSIONAL DESIGNATIONS**

CCIM – Designated member of National Association of Realtors

Licensed Broker State of Missouri

#### **EDUCATION**

Bachelor of Business Administration, University of Missouri