

RICHMOND MAGAZINE PRESENTS

# DOWNTOWN RICHMOND

» Developer Robin Miller  
of Miller & Associates

## WHO OWNS DOWNTOWN?

Downtown Richmond's property barons include the city of Richmond, Ethyl Corp., billionaire Bill Goodwin and developer H. Louis Salomonsky. Get to know the faces behind some downtown landmarks.

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Now developer Robin Miller of Miller & Associates is developing a 37-condominium property, Shockoe Valley Lofts, at 19th and Broad streets, which opens this month and sells for \$125,000 to \$250,000 per unit.

“We’re doing something to meet the demand we’ve encountered,” says Miller, who had a waiting list of 30 people for his first condos. “There’s a very strong demand for residential housing in downtown areas, which I think is only going to get stronger. The twentysomething and thirtysomething generation want to be living in a neat building in an area where they can walk to amenities — restaurants, shops, retailers, entertainment, clubs. And I also believe we’re now seeing empty nesters wanting to do the same thing. ... They’re tired of living in the 4,000-square-foot house in the suburbs they’ve been maintaining and are going to want maintenance-free living in a condo or luxury apartment and have a second home at the beach or the mountains.”

Miller owns several upscale apartment buildings downtown and in Oregon Hill, the Fan and the Museum District. Downtown, Miller’s company has renovated and manages Grace and First (19 apartments), Linden Tower (36 apartments and six commercial spaces), and the Sydnor & Hundley building (54 apartments and two commercial offices). He’s also working with developer Ronald A. Stallings to develop a major housing project in Jackson Ward called Jackson Commons stretching over seven acres, from Chamberlayne Parkway on the west to St. James Street on the east, and from Duval Street to the north and Leigh Street to the south.

Originally from Tennessee, Miller has been developing in Richmond for 10 years and now lives here in Ginter Park, after developing in Tennessee, Massachusetts, New York and New Mexico. “I love the architecture, I love the people,” Miller says of Richmond. “It’s a great city. It’s got big-city amenities, but small-town flavor. It’s just a great place to live.”

Miller targets young professionals, singles and couples without children, as well as empty nesters, but he says it’s only a matter of time before families start moving downtown as well, once the amenities such as grocery stores and retailers increase in response to the growing demand of downtown residents.