



**MUMFORD  
COMPANY**

Trusted Hotel Advisors since 1978

**Ed James  
Managing Principal  
Newport News, VA**

A Principal since 2004, Ed James joined Mumford Company in 1996. An active broker based in the firm's Virginia headquarters, Ed supervises all sales activity for the firm in addition to numerous other corporate responsibilities. He is a licensed broker in Virginia, Maryland, and Illinois.

During his tenure with Mumford Company, Ed has been involved in the sale of over 250 properties, representing aggregate volume in excess of \$700 million, in 26 states. He has been integral in spearheading several multi-unit disposition programs for large, institutional clients. During the firm's tenure in Hotel Brokers International, Ed earned national recognition as "Rookie of the Year" in 1997 and followed that up by earning "Top Performer Award" on numerous occasions. His practice focuses primarily on the mid-market and economy segments of the industry with a concentration in the Mid-Atlantic and Southeastern United States.

Immediately prior to joining Mumford Company, Ed served as President of Alliance Management Group, a full-service hotel management and consulting firm based in Virginia. Through Alliance, he worked with both corporate and individual hotel owners across all major brand families in both the limited and full-service operating sectors to improve operating performance results.

Prior to his tenure at Alliance, Ed served in several management capacities with Hilton Hotels Corporation. He began his career with Hilton in operations and transitioned into a sales capacity at the Washington Hilton and Towers in Washington, D.C.

Ed is a frequent panelist at industry conferences, pens numerous lodging related articles, and is a regular contributor to hospitality industry publications. He is a graduate of Hampden-Sydney College, where he earned his Bachelor of Arts degree in Economics.

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