

# PROFESSIONAL PROFILE

## Mark E. Douglas CCIM, MCR.h, SIOR, SLCR Senior Vice President

Tel: 804.697.3418  
Fax: 804.697.3479  
Email: mark.douglas@thalhimer.com



### SPECIALTY

Director of Office Brokerage Group with Thalhimer with disciplines in relocation, acquisition and disposition processes

Leasing and Acquisition Consulting  
Lease Renegotiations  
Investment Sales



Exchange Place

1313 East Main Street, Suite 400

Richmond, Virginia 23219-3629  
thalhimer.com

### CAREER SUMMARY

Mark Douglas is one of the top producing sales professionals in Central Virginia. Mark is a past recipient of the top awards given by the Richmond Association of REALTORS; the Top Producing Commercial Broker and the Commercial Transaction of the Year. He is also a three-time recipient of the "Most Significant Real Estate Transaction" by Virginia CCIM and *Virginia Business* magazine. In 2008, Mark received the National Award from the Realtors Commercial Alliance for the National Association of Realtors.

Mark has represented and negotiated more than 1,850 leases and sales totaling over \$1 billion in transactional volume, bringing over 25 years of successful leasing and sales negotiating experience to his customers.

### PARTIAL TRANSACTION LIST

Genworth Financial	Bank of America
Wachovia Bank, N.A.	Dominion/Virginia Power
Markel Insurance	AMF Bowling
Maersk, Inc.	EMC <sup>2</sup>
AXA Equitable Life	New York Life
Liberty Property Trust	Tokyo Electronics
Philip Morris USA	Eastman Kodak Company
Chesapeake Corporation	Kraft Foods
Mutual of Omaha	Columbia Gas
Bell Atlantic	Correctional Services Corporation
E.I. DuPont De Nemours	Berkadia Commercial Mortgage

### CAREER HIGHLIGHTS

2010, CCIM, State Chapter President  
2007-2010, CCIM, Virginia Chapter Executive Committee  
2008, CCIM, Significant Transaction for Virginia  
2008, National Award, Realtors Commercial Alliance  
2008, SIOR, State Chapter President  
2003-2008, SIOR, Virginia Chapter Executive Committee  
2005, Virginia Business Magazine's "Most Significant Real Estate Deal of 2005"  
2001, Commercial Transaction of the Year, Richmond Assoc. of Realtors  
2001, Top Sales Leader, Thalhimer  
2001, Virginia Business Magazine's "Most Significant Real Estate Deal of 2001"  
2000, Inside Business Magazine's Top 40 Professionals Under 40  
2000, Top Sales Leader, Thalhimer  
1998, Top Producer, Richmond Association of REALTORS  
1998, Top Producer, Thalhimer  
1998, Top Sales Leader, Thalhimer  
1997, Top Sales Leader, Thalhimer  
1994, Top Listing Leader, Thalhimer  
1993, Top Sales Leader, Thalhimer

### INDUSTRY ACHIEVEMENTS

Society of Industrial and Office Realtors (SIOR)  
Certified Commercial Investment Member (CCIM)  
Master of Corporate Real Estate with Honors (MCR.h)  
Senior Leader Corporate Real Estate (SLCR)

### EDUCATION

CoreNet Global Learning, 2003  
National Association of Corporate Real Estate Executives, 2000  
Commercial Investment Real Estate Institute, 1997  
James Madison University, Bachelor of Business Administration, 1984



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### SALES EXPERIENCE

CUNA Portfolio (Innsbrook)	50,138 Sq.Ft.	\$ 5,843,213
SunTrust Headquarters	618,000 Sq.Ft.	\$75,650,000
SunTrust – Staunton, VA	21,793 Sq.Ft.	\$ 1,534,883
SunTrust – Chesapeake, VA	22,458 Sq.Ft.	\$ 3,010,336
SunTrust – Martinsville, VA	44,173 Sq.Ft.	\$ 2,269,883
SunTrust – Roanoke, VA	129,954 Sq.Ft.	\$16,480,474
SunTrust – Lynchburg, VA	43,257 Sq.Ft.	\$ 2,602,585
Richfood Distribution	680,000 Sq.Ft.	\$10,000,000
700 Building	181,790 Sq.Ft.	\$ 8,150,000
Former Owens & Minor HQ	63,000 Sq.Ft.	\$ 4,350,000
Rhodia Building	70,000 Sq.Ft.	\$10,750,000
CNB Tower, 2nd & Broad Sts.	239,862 Sq.Ft.	\$ 5,200,000
Archer House	4,835 Sq.Ft.	\$ 695,000
2310 W. Main St.	5,000 Sq.Ft.	\$ 410,000
203 E. Cary St.	40,000 Sq.Ft.	\$ 4,110,000
8093 Elm Dr.	13,100 Sq.Ft.	\$ 1,100,000
Sinnett Green	5,000 Sq.Ft.	\$ 405,000
Westerre Commons	17.3 Acres	\$ 2,580,000
Gaskins @ Three Chopt Roads	2.982 Acres	\$ 328,020
9860 West Broad St.	60,200 Sq.Ft.	\$ 5,600,000
10 South Crenshaw Ave.	4,000 Sq.Ft.	\$ 300,000
Huguenot Forest	14,787 Sq.Ft.	\$ 1,295,000
1203 Westover Hills Blvd.	3,928 Sq.Ft.	\$205,000
Westerre I & II	12.871 Acres	\$ 1,000,000
Wachovia Call Center	112,000 Sq.Ft.	\$ 7,000,000
Mrs.Fearnow's Brunswick Stew HQ	20,000 Sq.Ft.	\$ 795,000
Windwood Centre	73,825 Sq.Ft.	\$ 6,533,913
Pinewood Plaza	78,608 Sq.Ft.	\$ 4,966,087
Eskimo Pie World Headquarters	32,000 Sq.Ft.	\$ 2,050,000
7th & Franklin Building	170,135 Sq.Ft.	\$ 6,350,000
Columbia Gas	19,478 Sq.Ft.	\$ 500,000
Westgate @ Wellesley	1.539 Acres	\$ 250,000
11647 W. Broad St.	3.139 Acres	\$ 2,354,250
6600 W. Broad St.	1.3 Acres	\$ 600,000
Patient First	5,172 Sq.Ft.	\$ 1,230,000
1 Centennial Plaza	136,000 Sq.Ft.	\$22,000,000
Newport News General Hospital	89,000 Sq.Ft.	\$ 5,450,000
Westgate @ Wellesley	6.02 Acres	\$ 1,260,000
Westgate @ Wellesley	7.259 Acres	\$ 1,308,600
6502 Dickens Road	5,047 Sq.Ft.	\$ 485,000
The Atrium	70,000 Sq.Ft.	\$ 6,500,000
Former RF&P Headquarters	40,000 Sq.Ft.	\$ 1,750,000

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Bisys Building	25,308 Sq.Ft.	\$ 1,125,000
Archway 60 Office Centre	68,510 Sq.Ft.	\$ 4,500,000
Hungary Spring Office Park	44,000 Sq.Ft.	\$ 2,700,000
Parham/64 Office Building	58,764 Sq.Ft.	\$ 3,700,000
Westmoreland Building	85,450 Sq.Ft.	\$10,120,300
Rock Landing II	33,224 Sq.Ft.	\$ 2,759,000
Rock Landing IV and V	36,250 Sq.Ft.	\$ 3,400,000
Oceana Centre	39,798 Sq.Ft.	\$ 4,400,000
Rowe Plaza	72,509 Sq.Ft.	\$ 8,338,535
CIGNA Building	43,376 Sq.Ft.	\$ 4,380,976
Royal Insurance Building	43,840 Sq.Ft.	\$ 3,640,000
Ironbridge Building	50,602 Sq.Ft.	\$ 3,750,000
ARC Headquarters	37,250 Sq.Ft.	\$ 2,850,000
Innsbrook Corporate Center	8.34 Acres	\$ 1,470,000
Innsbrook Corporate Center	6.612 Acres	\$ 1,008,732
5004 Monument Avenue	16,060 Sq.Ft.	\$ 835,000
8601 Staples Mill Road	13,700 Sq.Ft.	\$ 685,000
8818 W. Broad Street	13,200 Sq.Ft.	\$ 1,200,000
Moorefield V	43,840 Sq.Ft.	\$ 1,650,000
Archway 60 Office Centre	68,510 Sq.Ft.	\$ 1,950,000
Stony Point I	50,000 Sq.Ft.	\$ 2,100,000
Georgetown Commerce Park	150,000 Sq.Ft.	\$ 2,550,000
8601 Staples Mill Road	15,830 Sq.Ft.	\$ 850,000
1121 Mall Drive	8,900 Sq.Ft.	\$ 650,000
8012 Midlothian Turnpike	10,830 Sq.Ft.	\$ 430,000
4009 Fitzhugh Avenue	20,134 Sq.Ft.	\$ 325,000
1703 Parham Road	25,066 Sq.Ft.	\$ 851,350
Bridgeway Commerce Center	8.5 Acres	\$ 425,000
Koger East	4.852 Acres	\$ 284,356
Koger East	4.248 Acres	\$ 324,788
Innsbrook Corporate Center	1.9 Acres	\$ 350,000
Innsbrook Corporate Center	5.34 Acres	\$ 400,000
Innsbrook Corporate Center	8.3 Acres	\$ 485,000
10610 Trade Road	3,968 Sq.Ft.	\$ 300,000
5419 Lakeside Avenue	2,600 Sq.Ft.	\$ 330,000
Innsbrook Corporate Center	6.612 Acres	\$ 275,000
Innsbrook Corporate Center	7.98 Acres	\$ 808,500
Park at Stony Point	40.3 Acres	\$ 1,950,000
398 Wythe Creek Road	8,075 Sq.Ft.	\$ 675,000
4025 Mechanicsville TnPk	3,806 Sq.Ft.	\$ 278,500
315 Cardiff Valley Road	151,200 Sq.Ft.	\$ 3,300,000
1330 E. Nine Mile Road	12.8 Acres	\$ 440,000
Elks Lodge	23.79 Acres	\$ 150,000
Eloy, AR	387 Acres	\$ 435,000
6511 Woodlake Village Drive	2,110 Sq.Ft.	\$ 275,000
435 Grove Avenue	9,804 Sq.Ft.	\$ 851,000

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Kentwood Square Apartments	360 Units	\$ 2,300,000
Bryan, Texas	8,000 Sq.Ft.	\$ 450,000
800 E. Main Street	167,000 Sq.Ft.	\$ 4,250,000
709-711 E. Franklin Street	65-car deck	\$ 635,000
Rocklin, California	2.3 Acres	\$ 149,000
11647 W. Broad Street	4.555 Acres	\$ 3,914,750
224 E. Broad Street	33,087 Sq.Ft.	\$ 1,500,000
Patriot Plaza	76,521 Sq.Ft.	\$ 6,200,000
Oyster Point Portfolio	132,445 Sq.Ft.	\$15,150,000
Westerre Commons	60,000 Sq.Ft.	\$ 8,192,340
Glenside Commons	21,000 Sq.Ft.	\$ 2,772,000
Stonewall Condos	8,400 Sq.Ft.	\$ 756,000
Seasons Salon	4,000 Sq.Ft.	\$ 375,000
Pizza Hut	3,714 Sq.Ft.	\$ 910,000
Eastern Star Home	40,000 Sq.Ft.	\$ 850,000
Plaza Drive	1.4 Acres	\$ 450,000
6900 Carnation Street	10,000 Sq.Ft.	\$ 750,000
Mobjack Road	2,200 Sq.Ft.	\$ 360,000
5251 Nine Mile Road	2.87 Acres	\$ 135,000
1624 Jenkins Neck Road	3.51 Acres	\$ 350,000
Ridgefield Commons	2,071 Sq.Ft.	\$ 269,325
3414 W. Leigh Street	5,000 Sq.Ft.	\$ 137,500
Midlothian Office Village	36,000 Sq.Ft.	\$ 1,500,000
John Rolfe Apartments	11,000 Sq.Ft.	\$ 750,000
John Rolfe Apartments	11,000 Sq.Ft.	\$ 890,000
Westerre Land	1.87 Acres	\$ 25,000
Deep Run Land	39.77 Acres	\$ 2,750,000
1320 New Market Road	3,592 Sq.Ft.	\$ 458,900
601 Southlake Boulevard	17,000 Sq.Ft.	\$ 1,284,000
12 E. Main Street	11,000 Sq.Ft.	\$ 1,000,000
1231 Alverser Drive	8,000 Sq.Ft.	\$ 1,225,000
2310 W. Main Street	5,800 Sq.Ft.	\$ 402,500
8093 Elm Drive	8,000 Sq.Ft.	\$ 870,000
12 S. 3 <sup>rd</sup> Street	5,000 Sq.Ft.	\$ 710,000
8500 Midlothian Turnpike	0.63 Acres	\$ 175,000
8012 Midlothian Turnpike	10,710 Sq.Ft.	\$ 680,000
8011 Midlothian Turnpike	11,000 Sq.Ft.	\$ 650,000