

PROFESSIONAL PROFILE

DAWN F. GRIGGS, SIOR

Tel: 757.873.1210
Fax: 757.873.3445
Email: dawn.griggs@thalhimer.com
Website: thalhimer.com



SPECIALTY

Sale and leasing associate with Thalhimer specializing in consulting, retail, land, warehouse and office properties.

Tenant Representation
Land and Investment Sales
Lease Renegotiations
Office Development

CAREER SUMMARY

Dawn Griggs has been a consistent production awards winner since the 1980's. She received the Top Listing Leader award for Thalhimer in 1996, was presented with the Top Leasing Leader of the Year for Hampton Roads in 2001, and awarded Top Industrial Deal of the Year 2004. She has given over 25 years of successful leasing and sales negotiating experience to her customers and is a member of The Society of Industrial and Office Realtors, with 45 other designees in the company. She has completed 14 investment sales as well as several build-to-suit industrial/office transactions. Moreover, she has consummated many significant lease transactions as well as land sales for the development of office, industrial, retail and residential.

RECENT ASSET RESOLUTION EXPERIENCE

Dawn recently sold a Class A 20,000 SF pre-foreclosure office building. She generated simultaneous offers from qualified all cash buyers and the ultimate buyer was at risk with no due diligence and a 12 day close. The total marketing period through closing was 8 weeks.

INDUSTRY ACHIEVEMENTS

Recipient of 2003 Hampton Roads Association for Commercial Real Estate's Industrial Lease Top Deal of the Year
Thalhimer Outstanding Production, 1997-present
Thalhimer Top Listing Award, 1996
Thalhimer Top Leasing Leader of the Year, 2001
Highest leasing volume award, 1985 and 1986
Society of Industrial and Office Realtors (SIOR) Member, Membership Chair
Expert witness in Condemnation Proceedings
Real Estate Foundation Chair, College of William & Mary 2004-2006

COMMUNITY INVOLVEMENT

York County Planning Commission, 1991-1999; Past Chair 1994-1996
Leadership Institute of the Peninsula Chamber & Christopher Newport University, Member, 1986-1987
Peninsula Alliance Work Force Development Task Force, Past Member
College of William & Mary, Endowment Association, Board of Trustees 2000-2006
Williamsburg Garden Club; Rose Chair
Community Services Coalition Board (Present)
HRACRE – Legislative Affairs Committee (Present)

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REFERENCES

Alan Witt
Witt Mares
701 Town Center Dr.
Suite 900
Newport News, VA 23606

John Lawson
President
W.M. Jordan Company
11010 Jefferson Ave.
Newport News, VA 23601

EDUCATION

College of William & Mary, B.S., 1978

SALES EXPERIENCE

Hampton Medical Park	13.44 Acres (140,000 Sq. Ft.)	\$8,690,682
2 BP Solar Buildings	85,000 & 65,000 Sq. Ft.	\$4,400,000
Atrium Building	68,000 Sq.Ft.	\$6,500,000
Rock Landing Corporate Centers IV & V	36,250 Sq.Ft.	\$3,400,000
Rock Landing Corporate Center II	33,224 Sq.Ft.	\$2,759,000
Walther-Thomas Building (Short Sale)	20,000 Sq.Ft.	\$2,410,000
Rowe Development	17 Acres	\$1,275,000
Morgan Marrow Building	12,000 Sq.Ft.	\$1,200,000
AS&M Building	12,000 Sq.Ft.	\$1,050,000
Rowe Development	20 Acres	\$1,000,000
Old Point National Bank / Prudential	2.8 Acres	\$ 882,000
Central Park	7.8 Acres	\$ 592,000
CMM	5.1 Acres	\$ 510,000
Fairway Inn (Motel / Williamsburg)	30,000 Sq.Ft.	\$ 490,000
Residential Land (Williamsburg)	4 Acres	\$ 450,000
Residential Land (Williamsburg)	16 Acres	\$ 345,000
Oyster Point Park / Office	4 Acres	\$ 335,000
Griffith Messmer Condo	3,500 Sq.Ft.	\$ 300,000
Dr. Michael Sagman	2,400 Sq.Ft.	\$ 220,000
ABC Supply Co.	10,000 Sq.Ft.	\$ 197,200
Kindercare	5,000 Sq.Ft.	\$ 163,000
Navidyne Building	4.5 Acres	\$ 160,074
McCale Condo	1,800 Sq.Ft.	\$ 153,000
Oyster Point Lots 403 / 404	1.95 Acres	\$ 150,000
Chartertowne Condo	2,200 Sq.Ft.	\$ 127,000
Oyster Point Lot 405	1 Acre	\$ 75,000
Simpson Island	3 Acres	\$ 66,000

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LEASING EXPERIENCE

Wythe-Will Distributing (a build-to-suit)	105,000 Sq.Ft.
Avon / Virginia Overpak	80,000 Sq.Ft.
Fed Ex – Ground	75,000 Sq.Ft.
John J. McMullen Associates (a build-to-suit)	60,000 Sq.Ft.
Wessox/ ODU	30,000 Sq.Ft.
Strayer University (a build-to-suite)	25,000 Sq.Ft.
Riverside Medical Equipment & Supply	17,808 Sq.Ft.
Dynamic Engineering	12,000 Sq.Ft.
City of Newport News - Education	10,500 Sq.Ft.
Newport News Shipbuilding & Dry-dock	10,000 Sq.Ft.
Riverwalk Landing	10,000 Sq.Ft.
Schenker International	8,900 Sq.Ft.
Rockwell International	8,470 Sq.Ft.
Jefferson Labs	7,000 Sq.Ft.
Kentucky Fried Chicken	6,000 Sq.Ft.
Syscon	6,000 Sq.Ft.
Metropolitan Life Insurance	5,357 Sq.Ft.
Batchelder & Collins	5,000 Sq.Ft.
Henderson-Phillips Insurance	4,094 Sq.Ft.
Binswanger Glass	4,000 Sq.Ft.
Rockwell International	4,000 Sq.Ft.
Virginia Refrigeration Suppliers, Inc.	4,000 Sq.Ft.
Dr. Peter Wendell	3,300 Sq.Ft.
Scott & Stringfellow	3,200 Sq.Ft.
Middleburg Trust	2,700 Sq.Ft.
Peat, Marwick, Main	2,617 Sq.Ft.
Langley Federal Credit Union	2,500 Sq.Ft.
Sprint Cellular	2,500 Sq.Ft.
U.S. Government Printing Office	2,500 Sq.Ft.
Metropolitan Life Insurance	2,268 Sq.Ft.
Willis Wayside Furniture	2,231 Sq.Ft.
Department of Rehabilitative Services	2,200 Sq.Ft.
Bell Atlantic	2,000 Sq.Ft.
Sherwin Williams	2,000 Sq.Ft.
Canon	1,926 Sq.Ft.
Anheuser Busch Credit Union	1,900 Sq.Ft.
Trust Company of Virginia	1,850 Sq.Ft.
Northrop Technology Enterprise	1,725 Sq.Ft.
General Electric	1,689 Sq.Ft.
Virginia Natural Gas	1,500 Sq.Ft.
Allstate Insurance Company	1,481 Sq.Ft.
Annette Dean	1,474 Sq.Ft.