

# PROFESSIONAL PROFILE

## VIRGIL G. NELSON, CCIM VICE PRESIDENT

Tel: 540.373.0600 x230  
Fax: 540.373.1009  
Email: virgil.nelson@thalhimer.com  
Website : thalhimer.com



### SPECIALTY

Sales and leasing associate with Thalhimer specializing in landlord representation, sales and leasing of industrial, flex office and retail centers, along with tenant representation

### CAREER SUMMARY

Virgil G. Nelson is a fundamental part of the Fredericksburg area commercial real estate market and has been for over twenty years. He has an exceptional knowledge of the region and is consistently aware of events and transactions which take place in the market.

Virgil is the top commercial broker for the Fredericksburg Thalhimer office which is the largest full-service commercial brokerage company in the Fredericksburg region. Specializing in industrial, office, retail sales and leasing, Virgil has successfully closed in excess of \$350 million of commercial real estate in the last 10 years. He currently manages numerous properties and routinely has several dozen area listings for sale and lease.

### PROFESSIONAL AFFILIATIONS/COMMUNITY SERVICE

Waverly Office Complex Association  
Salem Professional Center Association  
Fredericksburg II Warehouse Association  
The Columbus Club  
The Fredericksburg Regional Chamber of Commerce

### EDUCATION

Virginia Tech College of Business, BA Accounting 1982  
Virginia Real Estate License, January 1985  
Germanna Community College, Certificate in Real Estate Studies, 1988  
Virginia Real Estate Broker license, 1993  
Certified Commercial Institute (CCIM) Designation in 1997

### RECENT SALES EXPERIENCE

1351 Belman Road	146,000 Sq.Ft.
650 Nelms Circle	27,000 Sq.Ft.
700 Nelms Circle	27,000 Sq.Ft.
4500 Plank Road	50,000 Sq.Ft.
Sherwood Forest	250 Acres
112 Juliad Court	60,000 Sq.Ft.
1000 Gateway Boulevard	18,000 Sq.Ft.
2200 Plank Road	18,000- Sq.Ft.
10601 Courthouse Road	10,000 Sq.Ft.
Airport Center	20,000 Sq.Ft.
10 Le Way Drive	5 Acres
312 Progress Street	4,500 Sq.Ft.
1013 Princess Anne	4,564 Sq.Ft.
5127 Park Drive	10,000 Sq.Ft.
15476 Nelson Hill Road	3,300 Sq.Ft.
915 Sophia	5,130 Sq.Ft.
8325 Jefferson Davis Highway	4.24 Acres
7419 Commerce Way	8,100 Sq.Ft.
652 Cambridge	4,295 Sq.Ft.

### RECENT LEASING EXPERIENCE

3010 Mine Road	300,000 Sq.Ft.
400 Lansdowne Road	85,000 Sq.Ft.

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Fredericksburg Center	5,000 Sq.Ft.
Fredericksburg II Warehouses	108,000 Sq.Ft.
1127 International Parkway	60,000 Sq.Ft.
112 Juliad Court	60,000 Sq.Ft.
Jackson Square	80,000 Sq.Ft.
1101 International Parkway	54,000 Sq.Ft.
650 Nelms Circle	27,000 Sq.Ft.
700 Nelms Circle	27,000 Sq.Ft.
400 Nelms Circle	20,000 Sq.Ft.
4951 Quality Drive	14,000 Sq.Ft.
5122 Park Drive	20,000 Sq.Ft.
Shannon Drive	20,000 Sq.Ft.
Fredericksburg Business Center	22,000 Sq.Ft.
Battle Park Industrial Complex	45,000 Sq.Ft.
Breezewood Office Complex	10,000 Sq.Ft.
Millgarden Plaza	8,000 Sq.Ft.
Fredericksburg Shopping Center	120,000 Sq.Ft.
Lee Plaza Shopping Center	30,000 Sq.Ft.
Village Plaza Shopping Center	30,000 Sq.Ft.
Riverside Center	15,000 Sq.Ft.
Village Center	14,000 Sq.Ft.
Lee's Hill Shopping Center	60,000 Sq.Ft.
Breezewood Shopping Center	60,000 Sq.Ft.
Breezewood Station Shopping Center	25,000 Sq.Ft.
Four Mile Fork Shopping Center	120,000 Sq.Ft.
Salem Fields	12,000 Sq.Ft.
Mid South Building Supply	40,000 Sq.Ft.
Floors, Inc.	40,000 Sq.Ft.
Alside, Inc.	12,000 Sq.Ft.
Masco, Inc.	12,000 Sq.Ft.
Subway	1,500 Sq.Ft.
Dunkin Donuts	2,100 Sq.Ft.
XM Satellite Radio	20,000 Sq.Ft.
Verizon	7,000 Sq.Ft.
Lockheed Martin, Inc.	15,000 Sq.Ft.
Merrill Lynch	4,000 Sq.Ft.
Fastenal	3,000 Sq.Ft.
Virginia Barbeque	3,000 Sq.Ft.
Catholic Charities	2,400 Sq.Ft.
New Home Media	14,000 Sq.Ft.
Chesapeake Furniture	18,000 Sq.Ft.
Free State Steel	18,000 Sq.Ft.
ADT Security Systems	14,000 Sq.Ft.
Columbia Diagnostics	25,000 Sq.Ft.
EVI Technology	9,115 Sq.Ft.
DBX Solutions	7,600 Sq.Ft.
Universal Stone	10,000 Sq.Ft.
Mid Atlantic Waterproofing	6,600 Sq.Ft.
DEQ	10,000 Sq.Ft.
SW Rodgers	3,000 Sq.Ft.
Hair Cuttery	1,250 Sq.Ft.
Gold's Gym	3,650 Sq.Ft.

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DynCorp, Inc.	5,000 Sq.Ft.
EOIR	10,000 Sq.Ft.
Lin Care	2,000 Sq.Ft.
Fredericksburg Distributing Company	12,000 Sq.Ft.
Inland Mortgage	2,050 Sq.Ft.
Labor Ready	2,450 Sq.Ft.
Kindred	7,840 Sq.Ft.
Happy Mart	9,389 Sq.Ft.
Benfield Electric	3,000 Sq.Ft.
Fortress Self Storage	12,000 Sq.Ft.
McQ Associates	8,000 Sq.Ft.
Virginia Construction	12,000 Sq.Ft.
Geico	20,000 Sq.Ft.
Edwards Tire	5,000 Sq.Ft.
Bangkok Café	3,422 Sq.Ft.
Iron Pig Off Road	10,000 Sq.Ft.
McLane Mid Atlantic Company	21,245 Sq.Ft.
Wal-Mart	20,000 Sq.Ft.
Capitol Color Printing	20,000 Sq.Ft.
Jefferson Contracting	6,000 Sq.Ft.
Atlantic Builders	7,500 Sq.Ft.
GSA	5,572 Sq.Ft.
E Labs	10,000 Sq.Ft.
Liberty Pawn	1,200 Sq.Ft.
Open Door Church	3,572 Sq.Ft.
SOS Shredding	5,000 Sq.Ft.
Silk Road Trading	5,280 Sq.Ft.
Molly Maid	1,292 Sq.Ft.
SOH Distribution	3,300 Sq.Ft.
GRN	320 Sq.Ft.
Gunselman Realty	1,367 Sq.Ft.
Praise Temple	3,847 Sq.Ft.
The Klanco Group	4,000 Sq.Ft.
LL Distributing, Inc.	5,800 Sq.Ft.
GSA / FBI	10,000 Sq.Ft.
CVS	85,000 Sq.Ft.