

PROFESSIONAL PROFILE

NEIL S. SULLIVAN SENIOR VICE PRESIDENT

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SPECIALTY

Sales and leasing associate with Thalhimer/Cushman & Wakefield specializing in landlord representation and sales

CAREER SUMMARY

Neil Sullivan has been active in the real estate industry in Fredericksburg, Virginia, since graduating from Virginia Tech in 1981. After two years in residential real estate sales, he became Vice President of Development and Sales for The Malone Schooler Company, a prominent local development company. In 1985 Mr. Sullivan co-founded Hallberg Sullivan Investment Real Estate, Inc., which syndicated and managed numerous real estate ventures in the Fredericksburg region. Following a period of structuring real estate joint ventures for his own account, Mr. Sullivan and his wife Shaun founded Sullivan Properties, Inc. in 1989. Sullivan Properties expanded to become the largest full-service commercial brokerage company in the region. In 2008 Sullivan Properties, Inc. merged with Thalhimer/Cushman & Wakefield, resulting in the largest commercial real estate brokerage company in the State of Virginia. Mr. Sullivan has been involved in a variety of brokerage transactions, including two 156,000 square foot Capital One facilities, renovation of the historic downtown train station, several large mixed use developments, a number of corporate headquarters facilities, and development and management of a 164,000 GSA facility.

Mr. Sullivan received a Bachelor's Degree of Science in Building Construction from the College of Architecture at Virginia Tech in 1981. He became a licensed Virginia real estate broker in 1984, and subsequently received the following professional designations: Certified Financial Planner (CFP) in 1988, Certified Commercial Institute (CCIM) in 1992, and Society of Industrial and Office Realtors (SIOR) in 2002. He has served on various boards and committees for entities including Mary Washington College, MediCorp Properties, Fredericksburg Academy, and The Fredericksburg Country Club. He was also on the Board of Directors for the National Bank of Fredericksburg and is currently an organizing investor for Virginia Partners Bank. He currently serves on the board of the Community Foundation of the Rappahannock River Region, the Advisory Board for Deep Water Cay Club, Bahamas, and serves on the board of Edelweiss Lodge and Spa in Taos, N.M.

PROFESSIONAL AFFILIATIONS/COMMUNITY SERVICE

Commercial Investment Member (CCIM)
Society of Industrial and Office Realtors (SIOR)

CLIENTS SERVED

Pratt Medical Center
Medicorp Properties
Hazel Land
Douglas Stewart
Mills/Dowling Development

Quarles Petroleum
Fredericksburg Academies
Til Hazel
Thomas Wack
Hirschler Fleischer

REFERENCES

Dr. Robert Caine
Mr. Douglas Stewart

EDUCATION

Certified Financial Planner (CFP) 1998
Certified Commercial Institute (CCIM) 1992

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Society of Industrial and Office Realtors (SIOR) 2002
Bachelor Degree, College of Architecture, Virginia Tech

LEASING EXPERIENCE

EDS	10,000 Sq.Ft.
Office Products	10,000 Sq.Ft.
EIOR	10,000 Sq.Ft.
PST Services	12,000 Sq.Ft.
Hard Times Café	14,000 Sq.Ft.
ALDI Grocery	16,000 Sq.Ft.
BMW Motorcycles	16,840 Sq.Ft.
Strayer University	20,000 Sq.Ft.
Morton's Power Equip.	24,000 Sq.Ft.
Floors, Inc.	39,600 Sq.Ft.
Collegiate Funding	60,000 Sq.Ft.
Four Mile Fork Center	100,000 Sq.Ft.
Capital One Bldg 1	156,000 Sq.Ft.
Capital One Bldg 2	156,000 Sq.Ft.
GSA	164,000 Sq.Ft.
Medicorp Property	350,000 Sq.Ft.
North Stafford Center for Business and Technology	500,000 Sq.Ft.
Lees Hill Commercial	1,000,000 Sq.Ft.

SAMPLE SALES EXPERIENCE

7261 Mechanicsville Road	\$1,000,000
Tidewater Trail Parcel	\$1,000,000
5099 Jeff Davis Highway	\$1,300,000
Northern Neck Distrib.	\$1,700,000
Shelton Shop Center	\$2,150,000
Salem Fields Retail	\$2,500,000
4500 Plank Road	\$2,600,000
1000 Falls Run Drive	\$5,100,000
Hopyard Farm	\$6,000,000
Southpoint CarMax	\$7,099,995
Lee's Hill/ Jackson Square/ Salem Fields	\$15,000,000
50 Tech Parkway	\$22,800,000