

# PROFESSIONAL PROFILE

## MARY KATHERINE GREENLAW

Tel: 540.373.0600 ext.226  
Fax: 540.373.0700  
Email: marykatherine.greenlaw@thalhimer.com



### SPECIALTY

Sales and leasing associate with Thalhimer specializing in landlord representation and leasing office spaces along with tenant representation



Millrace Commons

725 Jackson Street

Fredericksburg, Virginia, 22401  
thalhimer.com

### CAREER SUMMARY

Mary Katherine Greenlaw is a member of the office brokerage group at Thalhimer Sullivan Properties, Inc. She has 15 years of experience in commercial real estate as a landlord representative and investment sales broker. In the last three years she has brokered sales transactions in excess of \$32 million and leased over 125,000 square feet.

Prior to joining Sullivan Properties in 1997, she was the leasing and sales manager for Greenlaw Properties, where she was responsible for the development of a 14 acre medical office park.

A native of the Fredericksburg area, she currently holds the position of Councilor-at-large on the Fredericksburg City Council.

### PROFESSIONAL AFFILIATIONS/COMMUNITY SERVICE

Recipient of the 2009 Prince B. Woodard Leadership Award, Fredericksburg Chamber of Commerce

Councilor at Large Fredericksburg City Council

Vice Chair Mary Washington Hospital Foundation

Former Chairman - MWH Medicorp Board of Directors 1985-1986

Former President of the Sacred Dance Guild International

Board Member - Thurman Brisben Center

Vice-Chair FAMPO (Fredericksburg Metropolitan Planning Organization)

Board Member - Rappahannock Area Agency on Aging

Board Member - Rappahannock Juvenile Detention Center

Treasurer - GWRC

Trustee - Stafford Hospital Center Foundation

Member - Bragg Hill Family Life Center Development Committee

Member - Sacred Dance Ensemble

Committee Member - Community Benefit Oversight Committee of Medicorp Health Systems

Former Regional Vice President - Mental Health Assoc of VA

Former President - Executive Board Thurman Brisben Center

Plank Owner - USS Chancellorsville

Member - Commissioning Committee USS Chancellorsville - 1988

Former Member - Board of Directors Mary Washington Hospital Inc. 1978-1984

### CLIENTS SERVED

RCH Family LLC

Rt. 610 Investments

The Lester Group

Snowden Office Partnership

The Hylton Group

Confederate Way LLC

Aquia Partnership



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### REFERENCES

Malcolm Cork

The Wack Company

### EDUCATION

BA in English Literature, Radford University

CCIM Candidate



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### PROPOSED SHOPPING CENTER/RETAIL DEVELOPMENTS

NSCBT 330,000 Sq.Ft.

### SAMPLE SALES EXPERIENCE

50 Technology Parkway	93,00 Sq.Ft.
392 Garrisonville Road	23,000 Sq.Ft.
City of Fredericksburg Shannon Estate	73 Acres
130 Executive Center Parkway	1.5 Acres
Snowden Office Park	11,455 Sq.Ft.
906 Lafayette Boulevard	8,000 Sq.Ft.
3509 Shannon Park	8,000 Sq.Ft.
Hylton Venture	75.53 Acres
2401 Plank Road	3.698 Acres
4500 Plank Road	26,000 Sq.Ft.
1109 Mahone Street	6.16 Acres
1198 Garrisonville Road	3.8 Acres
A15 Rappahannock Industrial park	1.787 Acres
3502 Lafayette Blvd	4816 Sq.Ft.
906 Lafayette Blvd	2,289 Sq.Ft.
50 Technology Parkway	91,289 Sq.Ft.

### SAMPLE LEASING EXPERIENCE

615 Jefferson Davis Highway	1,904 Sq.Ft.
200 Executive Center Parkway	3,000 Sq.Ft.
500 Lafayette Blvd.	1,985 Sq.Ft.
4500 Plank Road	8,000 Sq.Ft.
701 Kenmore Avenue	1,443 Sq.Ft.
607 Kenmore Avenue	1,702 Sq.Ft.
50 Technology Parkway	20,848 Sq.Ft.
1031 Plank Road	2,955 Sq.Ft.
385 Garrisonville Road	6,800 Sq.Ft.
11047 Pierson Drive	1,400 Sq.Ft.
1005 Princess Anne Street	5,000 Sq.Ft.
4902 Trade Center	1,500 Sq.Ft.
2712 Jefferson Davis	1,600 Sq.Ft.

