

PROFESSIONAL PROFILE

WILSON H. GREENLAW, CCIM

Tel: 540.373.0600 ext.239
Fax: 540.373.0700
Email: wilson.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

Wilson is a member of the Thalhimer Fredericksburg brokerage team specializing in office leasing and sales as well as industrial properties and investment sales. He has worked with office users and owners in the Quantico and Fredericksburg markets. In industrial properties he has experience in the flex office product in addition to industrial zoned property sales.

As a lifetime resident of Fredericksburg, and a graduate of the University of Mary Washington, he has witnessed the tremendous growth in the area and is intricately tuned into the existing trends in the marketplace and is well positioned to anticipate the future trends. His local contacts position him well to assist Thalhimer clients as they participate in the vibrant Fredericksburg marketplace. He has expanded his value to Thalhimer clients by earning the respected CCIM designation.

Since joining the industry in 2006, Wilson has closed over 70 transactions with a total deal volume of nearly \$34,000,000.

PROFESSIONAL AFFILIATIONS/COMMUNITY SERVICE

CCIM Institute, Certified Commercial Investment Member
Fredericksburg Parks and Recreation youth programs, volunteer soccer coach
Fredericksburg Regional Chamber of Commerce, member
Fredericksburg Regional Chamber of Commerce Military Affairs Council, member

CLIENTS SERVED

RCH Family LLC
Wack GC
Rt 610 Investments, LLC
The Lester Group
Aquia Partnership
Linda Fagan Sealy and Frank Sealy Holdings, LLC
The Park Hill Group LLC
Confederate Way, LLC
CW Strittmatter, Inc.
MVP Enterprises, Inc.
East Coast Granite, Inc.
Welford Engineering Associates
ACG Security, LLC
AT Solutions
Vickers and Nolan Enterprises
ACGS, LLC
Inforeliance Corporation
Lexem Strategy LLC
Rappahannock Construction Services
Crossfit
Sanitear, Inc.



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REFERENCES

Malcolm Cook, CPA
450 West Broad St, Ste 400
Falls Church, VA 22046

George Graves
Aquia Partnership
1525 Heatherstone Drive
Fredericksburg, VA 22407

Douglas Walsh
The Lester Group
PO Drawer 4991
Martinsville, VA 24115

EDUCATION

Associates Degree, Germanna Community College
BLS, University of Mary Washington
Graduate, National Outdoor Leaders School (NOLS)
Graduate, Certified Commercial Investment Member Institute

PROPOSED DEVELOPMENTS

North Stafford Center for Business and Technology	420,000 Sq.Ft.
Snowden Executive Center	15,000 Sq.Ft.
Centreport Plaza	13 acres
The Vintage	5 acres
Rappahannock Industrial Park	17,000 Sq.Ft.

SAMPLE SALES EXPERIENCE

50 Tech Parkway	94,500 Sq. Ft.	\$23,000,000
906 Lafayette Boulevard	2,289 Sq. Ft.	\$ 430,000
3502-04 Lafayette Boulevard	4,816 Sq. Ft.	\$ 400,000
3509 Shannon Park Dr., Condos	8,000 Sq. Ft.	\$ 860,000
Rappahannock Industrial Park A-10	1.27 Acres	\$ 206,250
Union Bank lot 1.60 Acres	\$ 700,000	
3509 Shannon Park Dr., Unit 119	2,000 Sq. Ft.	\$ 260,000
Deacon Road Assemblage	1.59 Acres	\$ 399,500

SAMPLE LEASING EXPERIENCE

North Stafford Center for Business and Technology Building 3	94,500 Sq.Ft.
North Stafford Center for Business and Technology Building 1	34,500 Sq.Ft.
Mill Race Commons	27,502 Sq.Ft.
500 Lafayette Boulevard	15,961 Sq.Ft.
North Stafford Medical Park	23,000 Sq.Ft.
Snowden Executive Center	10,000 Sq.Ft.
Airport Center	20,000 Sq.Ft.



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Snowden Office Park	50,000 Sq.Ft.
Deep Run Business Center	86,300 Sq.Ft.
MKI	12,481 Sq.Ft.
Vickers and Nolan Enterprises	6,552 Sq.Ft.
JRAD	3,294 Sq.Ft.
L3 Comcept	2,953 Sq.Ft.
Rappahannock Foot and Ankle Specialists	2,747 Sq.Ft.
Amedysis	3,000 Sq.Ft.
National Retina Institute	3,176 Sq.Ft.
Favor Network Services	2,612 Sq.Ft.
Gyrocarn, Inc.	2,401 Sq.Ft.
Sign's Inc.	8,000 Sq.Ft.
Sanitear Inc.	2,000 Sq.Ft.
CTI Consultants, Inc.	2,000 Sq.Ft.
East Coast Associates, Inc.	5,400 Sq.Ft.
Smitty's Building Supply	830 Sq.Ft.
Dr. Wayne Whitley DDS	2,300 Sq.Ft.
Dr. Ryan Bailey, DDS	1,951 Sq.Ft.
Dr. Jason Lipscomb, DDS	3,176 Sq.Ft.
International Parking Institute	3,000 Sq.Ft.
AT Solutions, Inc.	2,947 Sq.Ft.
ACGS LLC	5,200 Sq.Ft.
Inspire Dance Studios	4,500 Sq.Ft.
Capitol Premier Realty	3,300 Sq.Ft.
Family Preservation Services	2,800 Sq.Ft.
Dr. Tammy Leonard	3,000 Sq.Ft.
Psychiatric Care Inc.	1,000 Sq.Ft.
Dr. Rupinda Sandhu	1,683 Sq.Ft.
Lexem Strategy, LLC	901 Sq.Ft.
US Naval Facilities	8,026 Sq.Ft.
Kalman and Company, Inc.	5,360 Sq.Ft.

