

PROFESSIONAL PROFILE

WILSON GREENLAW

Tel: 540.373.0600 ext.239
Fax: 540.373.0700
Email: wilson.greenlaw@thalhimer.com
Website: thalhimer.com



SPECIALTY

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

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
Potomac Gateway Alliance, 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.
NARFE Premier Credit union

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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

Rebecca Straley
Capitol Premier Reality
701 Kenmore Ave. Ste 220
Fredericksburg, VA 22401

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
Snowden Executive Center
Centreport Plaza
The Vintage
Rappahannock Industrial Park

SAMPLE SALES EXPERIENCE

50 Tech Parkway	94,500 Sq. Ft.
906 Lafayette Boulevard	2,289 Sq. Ft.
3502-04 Lafayette Boulevard	4,816 Sq. Ft.
3509 Shannon Park Dr., Condos	8,000 Sq. Ft.
Rappahannock Industrial Park A-10	1.27 Acres
Union Bank lot	1.60 Acres
3509 Shannon Park Dr., Unit 119	2,000 Sq. Ft.
Deacon Road Assemblage	1.59 Acres

SAMPLE LEASING EXPERIENCE

North Stafford Center for Business and Technology Building 3
North Stafford Center for Business and Technology Building 1
Mill Race Commons 27,502 Sq.Ft.
500 Lafayette Boulevard
North Stafford Medical Park
Snowden Executive Center
Airport Center
Snowden Office Park 50,000 Sq.Ft.
Deep Run Business Center
MKI

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Vickers and Nolan Enterprises
JRAD
L3 Comcept
Rappahannock Foot and Ankle Specialists
Amedysis
National Retina Institute
Favor Network Services
Gyrocam, Inc.
Sign's Inc.
Sanitear Inc.
CTI Consultants, Inc.
East Coast Associates, Inc.
Smitty's Building Supply
Dr. Wayne Whitley DDS
Dr. Ryan Bailey, DDS
Dr. Jason Lipscomb, DDS
International Parking Institute
AT Solutions, Inc.
ACGS LLC
Inspire Dance Studios
Capitol Premier Realty
Family Preservation Services
Dr. Tammy Leonard
Psychiatric Care Inc.
Dr. Rupinda Sandhu
Lexem Strategy, LLC
US Naval Facilities
Kalman and Company, Inc.