



Geoff Poston, CCIM, SIOR Senior Vice President

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Work Experience

Geoff Poston heads up the Cushman & Wakefield | Thalhimer Hampton Roads Industrial Group, working alongside ten industrial brokers in two offices. He specializes in the acquisition and disposition of industrial facilities throughout Southside Hampton Roads. Through procurement, as well as marketing services, Geoff has successfully represented local, national and international clients within the region. Client industries range from local government agencies to nationally recognized REITs and global manufacturers.

To date, Geoff has completed over 210 transactions, totaling more than 4.1 MSF with a value of more than \$155 M. He is Vice President of the Virginia Chapter – Society of Industrial and Office Realtors (SIOR). He offers specialized experience in the acquisition and disposition of investment-grade properties and is an active Certified Commercial Investment Member (CCIM) designee.

As a 2011 graduate of Old Dominion University and 2020 Hampton Roads Chamber LEAD Program Alumnus, Geoff prides himself in working with community stakeholders offering a collaborative approach to promote economic development within the region.

Key Assignments

- Lamberts Point Docks | 1.2 MSF on 123-Acre marine terminal and rail transload facility
- 1537 Air Rail Avenue | 320,000-SF fully leased distribution warehouse
- Arnold B. McKinnon Building | 310,000-SF multi-tenant building
- General Foam Plastics | 200,000-SF warehousing facility on 8 Acres
- Terminal Warehouse | 150,000-SF fully leased rail-served warehouse
- Gear World | 90,000-SF manufacturing plant on 14 Acres
- Virginia Southern Properties | 95,400-SF distribution facility
- 150 Judkins Court | 75-Acre industrial development site
- Bridgeway Commerce Center | 50,000-SF Class A distribution facility
- Dillon Supply Company | 56,000-SF manufacturing and distribution facility
- Woodlake Circle | 25-Acre undeveloped industrial parcel

Partial List of Clients Served

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|--------------------------------|-------------------------|--------------------------|
| • Norfolk Southern Corporation | • FedEx | • Equus Capital Partners |
| • Dana Limited | • Lidl | • JB Hunt |
| • thyssenkrupp | • Hampton Roads Transit | • Norfolk Marine Company |
| • ManTech | • VSE Corporation | • Tribune Publishing |

Education, Membership and Award

- Old Dominion University | B.A. (2011)
- ODU Center for Real Estate and Economic Development Annual Market Review | Speaker
- SIOR Virginia Chapter | Vice President
- CCIM | National Member
- Commercial Real Estate Council | Silver Award (2015, 2016, 2017, 2018); Bronze Award (2019)
- Urban Land Institute Young Leaders Program | Co-Chair (2018 - 2020)
- CREC Awards Committee | Co-Chair (2019 - 2020)
- Hampton Roads Chamber of Commerce Young Professionals Group (thRive) | Co-Founder and Executive Committee Member (2015 - 2016)
- HRACRE Internship Program Committee | Member (2012 - 2016)
- Norfolk Jaycees | Vice President of Membership (2012 - 2013)

Client Recommendations

“My experience working with Geoff Poston was extremely positive and I would definitely work with Geoff again. I found him to be consistent with communication in a timely manner and very down to earth and easy to speak to.

On a number of instances Geoff was stuck between a rock and a hard place in working our deal, and in those testing times he navigated through them and kept both sides of the transaction at bay and content with the outcome.

Throughout the course of my dealings with Geoff I have enjoyed getting to know him on a personal level as well. Geoff is a solid person overall with great interpersonal skills and it is no surprise he has become as successful as he has.

If someone were to ask me if I would recommend working with him, I would absolutely encourage them to. I am friends with many commercial real estate agents, and I have never heard a bad word said about Geoff, so he is well respected by his industry counterparts as well.”

Jason Murphy
President, Norfolk Marine Company

“I’ve had the opportunity to work with Geoff on several occasions and would most certainly be excited to work with Geoff again. Geoff not only has shown a great level of professionalism and knowledge, but also the ability to listen. Every deal is different, and every client is unique, and Geoff is able to listen to the client, understand the situation, and then implement a deal which works for the client.

Geoff is well respected by his peers and has shown a willingness to do whatever it takes to accommodate the needs of the client, while maintaining a high level of integrity. I would recommend Geoff to anyone, buyer or seller, without hesitation.”

Steve Bray
Manager, Norfolk Southern Corporation