



Brian Berkey Senior Vice President, Tenant Advisory Group

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Work Experience

Brian Berkey is a Senior Vice President, specializing in Office Tenant Representation and Corporate Services, and he leads the Tenant Advisory Group for the Richmond office. Brian is recognized as one of the leading Tenant Representation advisors in the region, successfully navigating many of the most notable and complex transactions in the marketplace. In the business since 2007, averaging 75 transactions annually. His team excels at advising clients through the process of acquiring a new location, renewing an existing lease, or disposing of square footage no longer required. Brian differentiates himself from the competition with his client-oriented approach, his ability to seamlessly orchestrate all aspects of the process from beginning to end, as well as his attention to detail, in-depth market knowledge, sophisticated negotiation skills and ability to strategically and creatively lower occupancy costs.

Key Assignments | Leases

- Hilb Group | 100+ Locations
- PPD Development | 328,685 SF
- Truist Bank | 211,689 SF
- Genworth Financial | 174,378 SF
- CoStar Realty Information, Inc. | 150,546 SF
- T-Mobile | 130,000 SF
- Magellan Medicaid Admin., Inc. | 116,827 SF
- Truist Bank | 75,000 SF
- Atlantic Union Bank | 69,620 SF
- Berkley Insurance | 47,010 SF
- Selective Insurance | 35,978 SF
- Baskervill | 28,055 SF
- Suez | 25,417 SF
- United Bank | 25,375 SF
- The London Company | 20,609 SF
- Burns & McDonnell | 20,371 SF
- MidKiff Muncie Ross | 18,660 SF
- Total Quality Logistics, LLC | 17,657 SF
- United Way | 16,711 SF
- ARMS Software | 16,129 SF
- SimpliSafe | 16,015 SF
- Network Building + Consulting | 15,772 SF
- Carmax Business Services | 14,379 SF
- Mercer (US), Inc. | 14,330 SF
- SingleStone | 14,110 SF
- KPMG | 13,383 SF
- The Hanover Insurance Company – 12,155 SF
- Kaufman & Canoles | 12,138 SF
- Silgan Dispensing Systems | 11,608 SF
- Virginia Estate & Trust Law | 10,840 SF
- Salas O'Brien | 10,000 SF
- Ford Richardson | 9,136 SF
- PlanRVA | 8,610 SF
- Rinker | 8,158 SF
- Heritage Wealth Advisors | 7,981 SF
- UZURV | 7,954 SF
- Whiting-Turner | 6,560 SF
- Roth Jackson | 6,500 SF
- WealthForge | 5,886 SF
- Greater Richmond Partnership | 4,333 SF

Key Assignments | Sales

- 901 Semmes Avenue | 117,445 SF | \$20,000,000
- Church Hill Ventures, LLC | 25+ Property Sales
- 600 Tredegar St. | 3.90 Acres | \$20,000,000
- 8006 Discovery Drive | \$5,250,000
- Commonwealth Centre I | 64,000 SF | \$4,800,000
- 7818 E Parham Road | 234,234 SF | \$4,650,000
- 8040 Villa Park Drive | 76,164 SF | \$4,300,000
- 7870 Villa Park Drive | 88,960 SF | \$3,000,000
- 12090 W. Broad Street | 9,462 SF | \$2,800,000
- 1600 Forest Avenue | 13,464 SF | \$2,300,000
- 3022 W. Broad Street | 9,980 SF | \$1,725,000
- 3311 W. Broad Street | 11,643 SF | \$1,685,000
- 290 Garrisonville Road | 2,584 SF | \$1,650,000
- 8550 Mayland Drive | 11,184 SF | \$1,631,607
- 1208 N. Boulevard | 15,756 SF | \$1,285,000
- 5012 Monument Avenue | 15,055 SF | \$1,068,875
- 12 E. Main Street | 11,000 SF | \$1,000,000
- 3315 W. Broad Street | 5,991 SF | \$975,000
- 5002 Monument Avenue | 9,880 SF | \$825,000
- 1129 Hull Street | 4,775 SF | \$800,000
- 12 South 3rd Street | 5,000 SF | \$710,000
- 5491 International Trade Drive | 9.86 AC | \$400,000
- 14 N Laburnum Avenue | 1,736 | \$300,000
- 3631 Mechanicsville Tpk. | 1,995 SF | \$240,000

Professional Affiliations & Community Service

- Cushman & Wakefield | Tenant Advisory Group Ambassador
- Mustaches 4 Kids | Richmond, Volunteer & Top Ten Fundraiser, 2016, 2017 & 2018, Former Board Member from 2017 until 2021
- Noah's Children, Volunteer
- Stave & Thief Society | Executive Bourbon Steward
- RVA Leadership Lab | Class 5

Awards & Accolades

- GRACRE – Real Estate Award, 2021, New Office Project
- Cushman & Wakefield | Thalhimer – Top 10 Producer 2015 - 2022, Ranked #1 for 2017 & 2019
- GRACRE – Real Estate Award, 2019, Office Lease of the Year
- GRACRE – Real Estate Award, 2016, Transaction of the Year
- GRACRE – Real Estate Award, 2016, Best Suburban Office Lease
- GRACRE – Real Estate Award, 2013, Best Lease Transaction

Education

- Coastal Carolina, Business Administration