



**Thomas W. Dana** Vice President

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## Work Experience

Tom has worked professionally in Commercial Real Estate since 1993. Prior to that, Tom was with Sears for 29 years and held numerous management assignments, including two store manager assignments. Tom has handled hundreds of leases ranging from 100 SF to over 200,000 SF, as well as numerous sales transactions including a couple in excess of \$5,000,000. Tom also has extensive experience with Investment Properties.

## Key Assignments

- Triangle Shopping Center, Portsmouth, Retail | 84,400 SF
- 3759 Village Avenue, Norfolk, Industrial | 57,500 SF
- 1435 Crossways Boulevard, Chesapeake, Office | 52,000 SF
- 161 Enterprise, Newport News, Office/Warehouse | 40,000 SF
- 920 Corporate Lane, Chesapeake, Office | 32,000 SF
- 3410 High Street, Portsmouth, Retail | 31,500 SF
- 6969 Tidewater Drive, Norfolk, Industrial | 167,000 SF
- Deep Creek Crossing, LLC | Multi-Family | 102 units
- 800 / 840 Florida Avenue, Portsmouth, Warehouse | 130,000 SF

## Partial Client List

- D-H Associates, LLC
- Atlantic Environmental Partners, LLC
- Battlefield Partners, LLC
- Murray Farms, LLC
- GWH/P, LLC
- Cardon Associates
- Newtown Thurston, LLC
- William R. Hall

## Awards and Recognition

- Commercial Real Estate Council Achievement Awards – 1999, 2000, 2001, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018

### **Professional Affiliations & Community Service**

- Chesapeake Rotary Club – International Committee Chairman
- YMCA – Greenbrier Family Y – Board of Management
- Orphan Helpers - Volunteer

### **Education**

- University of North Carolina, Chapel Hill – Bachelor Degree in Marketing

### **Investment Experience**

- Owns a number of residential and commercial properties
- Tom has done a couple of sale-lease back transactions
- Tom has also done several 1031 exchanges