

**Brian Felton** First Vice President

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Work Experience

Brian is a First Vice President focused on industrial leasing and sales, working with landlords, tenants, and institutional owners. His 24-year career in real estate has earned him recognition as one of the top industrial brokers in Richmond, VA. His knowledge of the market and influence in the workplace make him a valued partner.

Before joining Thalhimer, Brian oversaw Prologis' 4.4 million square foot Richmond, Norfolk, and Fredericksburg industrial portfolio. His responsibilities included lease negotiation, tenant retention, build-to-suit, speculative development, sales, and oversaw the Richmond office staff. Prior to Prologis, Brian was with Liberty Property Trust for 14 years in the same capacity.

Key Clients (partial list)

- Home Depot
- Amazon
- IGT Global
- Chep
- XPO
- Dana Corp
- ABB
- Iron Mountain
- WestRock
- JJ Haines
- Tredegar
- Coca-Cola

Professional Affiliations

- Richmond Real Estate Group | Member
- VCU Circle | Member

Education

- East Carolina University | Bachelor of Arts, Physical Geography | Minor, Business