

**Wilson Greenlaw, Jr., CCIM, SIOR** First Vice President

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Work Experience

Wilson is a member of Cushman & Wakefield | Thalhimer's Fredericksburg brokerage team specializing in office, industrial, land, retail and investment properties. Prior to entering the commercial real estate market Wilson worked for over 10 years in the construction industry on both residential and commercial projects. This experience gives Wilson a unique "eye" for the business.

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 market and submarket trends. His local contacts position him well to assist Thalhimer clients as they participate in the vibrant Fredericksburg marketplace. Wilson is a CCIM designee.

Since joining the industry in 2006, Wilson has closed over \$150,000,000 in transactions.

Wilson led Thalhimer's Fredericksburg office in production in 2012 and 2015.

Professional Affiliations & Community Service

- CCIM Institute | Certified Commercial Investment Member
- Fredericksburg Regional Chamber of Commerce | Member
- Fredericksburg Regional Chamber of Commerce Military Affairs Council | Board Member
- Potomac Gateway Alliance | Member
- Fredericksburg Main Street Initiative | President
- SIOR Designation | Society of Industrial and Office Brokers Member

Education

- Associates Degree, Germanna Community College
- BLS, University of Mary Washington
- Graduate, National Outdoor Leaders School (NOLS)
- Graduate, Certified Commercial Investment Member Institute