



Brett Sain, First Vice President

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Work Experience

Brett is an integral member of Cushman & Wakefield | Thalhimer Hampton Roads industrial brokerage team. Based at the company's Virginia Beach office, Brett specializes exclusively on leasing and sales of industrial properties on the Southside. Brett has successfully represented both landlords and tenants within the region through relentless effort and his expert market knowledge of Virginia Beach. Brett grew up in Virginia Beach and attended Frank W. Cox High School, where he continues to stay involved with the community by volunteering his time at the Great Neck Wrestling Club. Brett started his career with Thalhimer in 2018 as an assistant portfolio manager, managing a portfolio of 30+ medical office buildings, totaling over 500,000 SF, throughout Hampton Roads. Prior to that, Brett worked in student housing in Blacksburg, VA. Brett graduated from Virginia Tech in 2016 with majors in Real Estate and Property Management and a minor in Housing. He uses his experience in property management to the benefit of his clients, assessing issues and providing creative solutions from an owner perspective.

Key Assignments

- Norfolk ATD | 109,000 SF investment sale
- Broudy-Kantor Beverage | 86,732 SF distribution facility
- Damuth Trane | 84,118 SF manufacturing and warehousing
- First Colonial Office Park | 34,500 SF industrial commerce park
- Northbrook Properties | 25,707 SF warehouse on 1.65 acres

Partial List of Clients Served

- STIHL USA
- Fastenal
- Red Bull North America, Inc.
- Energy One America
- Laird Plastics, Inc.
- Damuth Trane
- Foundation Capital
- Coastal Hospitality
- Kotarides Companies

Community Leadership

- Great Neck Wrestling Club Assistant Coach

Education, Designations, and Memberships

- Virginia Polytechnic Institute and State College | Class of 2016
- ACoM - Accredited Commercial Manager | Institute of Real Estate Management 2019
- Urban Land Institute Young Leadership Group – Executive Committee Member 2020
- Hampton Roads Association of Commercial Real Estate (HRACRE) – Intern Committee Member 2020
YPL Committee Member 2022
- Coastal Virginia Building Industry Association – Membership Committee Member (Current)

Recommendations

“I wanted to let you know that Brett just wrapped up this deal for us and he did an absolute fantastic job! He went above and beyond the call of duty. He found great space for our franchisee, negotiated a good rate, and was pleasant and professional to deal with all along the way. He is a valuable employee and you are lucky to have him. I told him we will definitely be using him again should we have another requirement.”

Kelly Friess

Axiom Advisory Group