

**Mark E. Douglas, CCIM, MCR.h, SIOR, SLCR**

Principal and Senior Vice President

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**Work Experience**

Mark Douglas is one of the top producing sales professionals in Central Virginia, with his specialties in raw land sales and development, Office, Retail, Industrial and Investment Sales with disciplines in relocation, leasing and acquisition, consulting and disposition processes.

Mark is a past recipient of the top awards given by the Richmond Association of REALTORS; the Top Producing Commercial Broker and the Commercial Transaction of the Year. He is also a seven-time recipient of the "Most Significant Real Estate Transaction" by Virginia Business Magazine. Mark is also one of a handful of brokers across the U.S. to receive the National Award from the Realtors Commercial Alliance for the National Association of Realtors.

Mark has represented and negotiated more than 2,900 leases and over 400 sales totaling over \$1.65 billion in transactional volume, while bringing more than 40 years of successful leasing and sales negotiating experience to his clients.

**Awards & Accolades**

- GRACRE | "Best Land Sale" | 2021
- GRACRE | "Best Sales Transaction – Retail" | 2015
- GRACRE | "Best Lease Transaction – Suburban Office" | 2015
- GRACRE | "Best Lease Transaction" | 2014
- Virginia Business Magazine's "Most Significant Real Estate Deal" | 2015, 2012, 2010, 2008, 2007, 2005, 2001
- CCIM | Virginia Chapter Executive Committee
- SIOR | Virginia Chapter Executive Committee
- Realtors Commercial Alliance | National Award
- Commercial Transaction of the Year | Richmond Association of REALTORS®
- Inside Business Magazine's Top 40 Professionals Under 40
- Top Producer | Richmond Association of REALTORS®
- Top Producer & Top Sales Leader | Cushman & Wakefield | Thalhimer | Multiple Year Recipient

## Professional Affiliations & Community Service

### Industry Achievements & Designations

- Society of Industrial and Office Realtors® (SIOR)
- Certified Commercial Investment Member (CCIM)
- Master of Corporate Real Estate with Honors (MCR.h)
- Senior Leader Corporate Real Estate (SLCR)

## Education

- CoreNet Global Learning | Senior Leader Corporate Real Estate
- National Association of Corporate Real Estate Executives | Master of Corporate Real Estate | Capstone, Cornell University
- Commercial Investment Real Estate Institute | Certified Commercial Investment Member
- James Madison University | Bachelor of Business Administration