



Geoff Poston, SIOR Senior Vice President, Managing Broker
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Work Experience

Geoff Poston specializes in the acquisition and disposition of industrial facilities throughout Southside Hampton Roads. Through procurement, as well as marketing services, Geoff has successfully represented local, national and international clients within the region. Client industries range from local government agencies to nationally recognized REITs and global manufacturers. He also manages Cushman & Wakefield | Thalhimer's Virginia Beach office, consisting of 24 broker professionals, while also leading the company's Hampton Roads Industrial Group.

To date, Geoff has completed 345 transactions totaling more than 11.9 million square feet valued at over \$882mm. He is President of the Society of Industrial and Office Realtors (SIOR) Virginia Chapter. He also has specialized experience in the acquisition and disposition of investment grade properties and has completed the Certified Commercial Investment Member (CCIM) designee program.

A 2011 graduate of Old Dominion University and 2020 Hampton Roads Chamber LEAD Program alumnus, Geoff prides himself in working with community stakeholders in a collaborative manner to promote economic development within the region.

Key Assignments

- Lamberts Point Docks | 1.2 MSF on 123 acres marine terminal and rail transload facility
- Hazelwood Farms | 407-acre land sale
- Lovett 64 Commerce Park | 2.1 MSF master-planned speculative industrial park
- Port of VA Shallow Bay Portfolio | 664,000 SF multi-tenant leasing assignment across four buildings
- Tidewater Logistics Center | 1.2 MSF master-planned speculative industrial park

Partial List of Clients Served

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| • Norfolk Southern Corporation | • FedEx | • Equus Capital Partners |
| • Ryder Logistics | • Lidl | • JB Hunt |
| • DHL | • Link Logistics | • STIHL |

Education, Membership and Award

- Old Dominion University – B.A., 2011
- ODU Center for Real Estate and Economic Development Annual Market Review – Speaker (2021, 2022 and 2025)
- SIOR Virginia Chapter – President (2024 – Current); Vice President (2020 – 2024)
- Hampton Roads Global Commerce Council – Board Member (2025 - Current)