



Dawn F. Griggs, SIOR First Vice President

One BayPort Way, Suite 100 | Newport News, VA 23606

Direct 757 873 1210

Fax 757 873 3445

dawn.griggs@thalhimer.com | thalhimer.com

Work Experience

Dawn Griggs has been a consistent production awards winner since the 1980's. She has been a top producer in Hampton Roads enjoying "Listing Contest Winner" and Top Ten Producer several times. She has given over 35 years of successful leasing and sales negotiating experience to her customers and is past President of the Virginia Chapter of the Society of Industrial and Office Realtors, with 25 other designees in the company. Dawn currently serves as the SIOR Mid-Atlantic Regional Director. She has completed investment sales, land assemblage and several build-to-suit industrial/office transactions. Moreover, she has consummated many significant land sales for the development of office, medical, industrial, retail and residential.

For over 4 years, she served as one of the real estate professionals responsible for retail and office leasing for the Colonial Williamsburg Foundation. Moreover, Dawn assisted in the disposition of various real estate assets for the Foundation including the apartment site just completed by Castle Development on Henry St. as well as the RFP process to select developers for the 43 ac. Spotswood site in Colonial Williamsburg. Dawn sold the land for "Tech Center" in Newport News now known as Whole Food and other national retailers. She sold a 153,000 SF fully leased manufacturing building where she generated simultaneous offers from qualified all cash buyers. Ultimate buyer was at risk with no due diligence and 12 day close. The total marketing period through closing was 8 weeks.

Key Assignments

- Williamsburg Pottery to Coastal Community (43,000 SF)
- Union Bank | Various building dispositions
- Yankee Candle Entertainment Building | Retail Sale | 64,000 SF
- Tailored Made | Industrial Sale – Richmond | 52,000 SF
- Colonial Williamsburg's Merchants Square | Retail/Commercial for Lease/Sale | 722-24,000 SF
- Lidl Site | Land Sale | 5 Acres
- Monarch Bank Anchor Lease for 30,000 SF Tech Center Development | Office Lease | 8,000 SF
- Tech Center Development for Whole Foods | Land Sale | 43 Acres
- Muller Martini Building & Acreage | Industrial Sale | 153,800 SF, 13 Acres
- Hampton Medical Park | Office Sale | 40,000 SF, 13.44 Acres, 6 buildings
- BP Solar Buildings | Industrial Sale | 85,000 SF & 65,000 SF
- Wythe-Will Distributing | Industrial (B-T-S) | 105,000 SF
- Atrium Building | Office Sale | 68,000 SF
- Walther-Thomas Building | Office Sale | 20,000 SF
- Rowe Development | Land Sale | 17 Acres

- Stratford University | Office Lease | 90,000 SF

Key Assignments (cont.)

- Newport News Industrial | Office Lease | 153,800 SF
- FedEx Ground | Industrial Lease | 75,000 SF
- Strayer University | Office Lease (build-to-suit) | 25,000 SF
- Riverwalk Landing, Yorktown | Office & Retail Lease | Original Leasing for Claire Murray & Ben & Jerry's

Awards and Recognition

- Recipient of two 2012 Hampton Roads Association for Commercial Real Estate's Industrial Lease Top Deals of the Year
- Thalhimer Outstanding Production, 1997-present

Professional Affiliations & Community Service

- Towne Bank, Board - Present
- Society of Industrial and Office Realtors (SIOR) Regional Director (Mid-Atlantic) Past, President; Executive Committee – Present
- York County Planning Commission, 1991 – 1999; Past Chair 1994-1996
- Leadership Institute of the Peninsula Chamber & Christopher Newport University, Member, 1986-1987
- Peninsula Alliance Work Force Development Task Force, Past Member
- College of William & Mary, Endowment Association, Board of Trustees 2000-2006
- Home Owner Association Architectural Review Board 2005
- HRACRE Member; – Legislative Affairs Committee (2010-2017)

Education

College of William & Mary

References

John Lawson
President
W.M. Jordan Company
11010 Jefferson Ave.
Newport News, VA 23601

Honorable Tommy Norment
Kaufman & Canoles
4801 Courthouse Street, Suite 300
Williamsburg, VA 23188