

Jeff Thomas, CCIM
Senior President, Industrial
Group



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PROFESSIONAL PROFILE

Mr. Thomas has been a Nashville commercial real estate agent since 1995, first with Commercial Ten, then with Grubb & Ellis|Centennial from 1996 – 2009, then with CBRE, Inc. from 2009 – 2016 when he joined the Charles Hawkins Co. He has focused on the brokerage of industrial property in Middle Tennessee throughout his career.

EDUCATION

Mr. Thomas holds a B.S. in Business Management from Lipscomb University.

PRIOR EXPERIENCE

Prior to joining the commercial real estate business, Mr. Thomas supplied components to manufacturers and distributors of cowboy boots and men's dress shoes that were made in factories throughout the Tennessee Valley and El Paso, TX.

PROFESSIONAL AFFILIATIONS

- Broker's License, TN, KY, AL
- CCIM Designation since 1999
- NAR/National Association of Realtors, Member

CORE COMPETENCIES

Mr. Thomas specializes in real estate transactions occurring throughout Middle Tennessee. He provides the following real estate services to his clients:

- Brokerage representation and facilitation for buyers and sellers of real property assets.
- Investment analysis for acquisition and disposition of real property assets.
- Portfolio management, market-studies and development consulting for companies seeking to improve their owned or leased real estate portfolio.

TRANSACTIONAL EXPERIENCE

Seller Representation:

Schulman - 125,500 SF
Berkline Portfolio- 5 Buildings totaling 1.5 Million SF

Buyer Representation:

Propper Inc . - 196,000 SF
1 Shapie Way - 261,000 SF

Tenant Representation:

TCI/Michelin - 78,000 SF
Menlo Worldwide Logistics - Multiple leases ranging from 26,000 – 240,000 SF

Landlord Representation:

402 Hartmann Drive - 65,200 SF
1040 Higgs Road - 270,000 S

CHARLES
HAWKINS CO.

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