

Matt Woodard

First Vice President,
Commercial Group



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PROFESSIONAL PROFILE

Mr. Woodard has been a commercial real estate agent since he joined the Charles Hawkins Co. in 1998. He is involved in the leasing, sales and acquisition of commercial properties. Since June of 1998, he has been involved in transactions totaling more than \$500,000,000 and over 40,000,000 square feet.

EDUCATION

Mr. Woodard attended Franklin Road Academy in Nashville, TN, where he graduated in 1988. He received a Bachelor of Business Administration degree from Lambuth University in 1992.

PROFESSIONAL AFFILIATIONS

- Tennessee Broker's Real Estate License
- NAIOP, Member

AWARDS

- NAIOP Developing Leader Award (2016)
- NAIOP Finalist Development of the Year (2016), The Boot Factory Development
- ULI Excellence in Development Award (2016), The Boot Factory Development

BENEFICIARIES OF OUR SERVICES

Major exclusive sales and leasing assignments have included:

- Acosta Sales
- Chad Supply Co., Inc.
- Dry Clean USA
- Duke Realty Corporation
- Eagle Dry Goods, Inc.
- Echostar Communications
- Ferguson Enterprises
- First Industrial Real Estate
- G & K Services, Inc.
- Goodyear Rubber and Tire
- Gordon Food Service
- Intermodal Cartage Company
- Norandex Reynolds
- O'Reilly Autoparts
- PrimeSource Building Products, Inc.
- Reichhold Chemical
- Shopping Center Developers, LLC
- Siemen's ElectroComm, L.P. Sovereign
- Specialty Chemical
- SPEC Building Products
- Standard Candy Company
- Vanderbilt University
- Verizon Wireless
- Walgreens
- United Record Pressing

Major investment property transactions include:

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|--------------------------------|------------|
| ▪ 521 Harding Industrial Drive | 400,000 SF |
| ▪ 1740 River Hills Drive | 177,000 SF |
| ▪ Taylor Street Warehouse | 185,000 SF |
| ▪ 701 Melrose Avenue | 145,000 SF |
| ▪ 451 Allied Drive | 148,000 SF |
| ▪ 7201 Cockrill Bend | 576,000 SF |
| ▪ 1530 Antioch Pike | 131,875 SF |
| ▪ Skyhawk Investors | 451,000 SF |

CHARLES
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