



Clifford B. Porter, CCIM, SIOR
Principal



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Education: University of Tennessee, Bachelor of Science, Business Administration (1980)

Awards

- 2017 GRACRE Award Best Industrial Lease: 216,000 SF to Premier Store Fixtures (Airport Distribution Center)
- CoStar "Power Broker" Recipient
- Top Producer Ruby Award, Richmond Association of Realtors (2000-2004)
- Recipient, Richmond Association of Realtors' Distinguished Achiever Awards
- Top Producer, Commercial Investment Exchange (CIE) (2005-2006)
- CCIM Dominion Directions Significant Transaction of the Year Award (2006): Sale of the Former Viasystems Property to Forest City Enterprises - Redevelopment as The Shops at White Oak Village

Professional Affiliations

- Member, Certified Commercial Investment Member (CCIM)
- Member, Society of Industrial & Office Realtors (SIOR), Dual Specialist (Industrial & Office)
- Past President, Society of Industrial & Office Realtors (SIOR), Virginia Chapter

Significant Current Projects

- Airport Distribution Center: Marketing & Leasing of New 700,000 SF Industrial Development by Becknell Industrial
- Laburnum Ave & Seven Hills Blvd: Marketing of 60-Acre Industrial Development Site Owned by the Ukrops' Family
- Historic Shockoe Bottom: Advising Family Trust in Redevelopment of 8-Acre Site Off I-95 for Mixed Use
- Graymont Industrial Park: 197.6-Acre Planned Industrial Park Off I-95 in Hanover County

Significant Transactions (Partial List)

- LEASED! **116,449 SF** Office/Warehouse to Premier Fixtures at Enterchange at Walthall
- LEASED! **114,075 SF** Office/Warehouse at ADC
- LEASED! **216,000 SF** Office/Warehouse to Premier Fixtures at ADC
- SOLD! **148,877 SF** Office/Warehouse to HC 2800 Sprouse LLC
- SOLD! **63,289 SF** Office/Warehouse to Cobb Technologies
- SOLD! **181,000 SF** Office/Warehouse to Steves & Sons, Inc.
- SOLD! **229,829 SF** Office/Warehouse Facility to Premier Fixtures

Clients Served (Partial List)

Bonitz Flooring
Sherwin Williams
National Delivery Systems
Safelite Glass Corp
Premier Fixtures
Becknell Industrial

Lennox
United Refrigeration
Gas Equipment
Cobb Technologies
Irby Company

