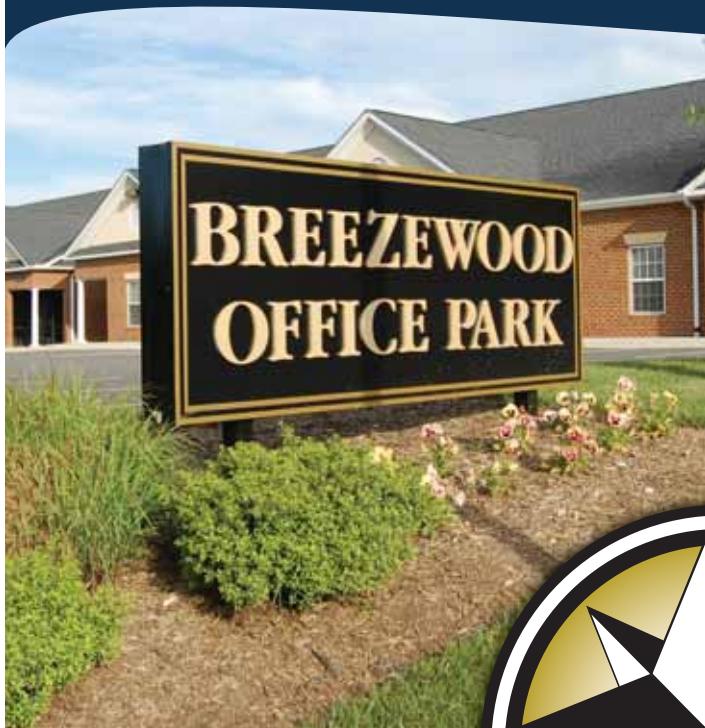


# Blackwood Real Estate, Inc.

*Commercial Real Estate Brokerage*



10950 Pierson Drive • Suite 600 • Fredericksburg, VA 22408  
Phone 540-710-8800 • Fax: 540-710-6743  
[blackwoodrealestate.com](http://blackwoodrealestate.com)

# ***Experience, Knowledge, Persistence & Professionalism***

## **EXPERIENCE**

Experience is invaluable in tackling the complicated nature of today's commercial real estate market. Whether you need marketing, management, development



consulting or site acquisitions, our team of dedicated professionals has the depth of experience that it takes to get the job done right the first time.

## **KNOWLEDGE**

Local market knowledge and a network of ties to the players that make up that market are the key ingredients that you are looking for in choosing a brokerage

*The four key ingredients for success, when you are choosing a real estate brokerage, are experience, knowledge, persistence, and professionalism. Blackwood Real Estate Brokerage has the key ingredients to ensure your success.*

firm to represent you. From in-depth market studies to specific research for a given project, we can assist you with your decision making process.

## **PERSISTENCE**

Anyone who has been in business for any length of time knows that not all projects go smoothly. Brokers, in general, are known to give up, when the time invested does not match the revenue anticipated. Long-term relationships earned through repeat business are the hallmark of a good broker's success. When we undertake a project we will finish it, even if it is not in our economic interest. Our persistence, on behalf of clients, has resulted in a remarkable number of repeat customers.

## **PROFESSIONALISM**

Handling clients and prospects in a fair, balanced, and consistent manner is the essence of professionalism. We will give you straight answers to your questions and provide common sense solutions for your particular needs.

*We want your business and will earn your respect. Please contact us today, so that we can discuss your particular needs.*



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### COMMERCIAL SALES & LEASING

From land to commercial pad site sales to the leasing or selling of warehouse, office, and retail space, Blackwood Real Estate, Inc. provides the full range of sales and leasing services. With over 27 years experience in commercial real estate in the Fredericksburg area, we can provide you with effective solutions for your problems and assist you with your real estate needs. We work with our clients to tailor a marketing solution for their specific needs, and we see each project through to completion. Please contact us to discuss your unique real estate needs.



### RESIDENTIAL LAND AND FINISHED LOTS

Blackwood Real Estate, Inc. has been a leader in the marketing of land to developers and finished building lots to builders or individuals for more than 28 years. We are one of the largest brokers of land and finished building lots in the Rappahannock Region. Our company has more practical experience in the marketing and development of residential subdivisions than any other firm in the area. We have long standing relationships with local and national builders and are the "go to" firm in the area for developers, investors, and builders looking for development projects or finished building lots. For more than 21 years, our firm has worked with local, regional and national banks, financial institutions, and builders to help them solve their problems in order to bring liquidity

### COMMERCIAL REAL ESTATE BROKERAGE

*Founded in 1989, Blackwood Real Estate, Inc. is a full service commercial real estate brokerage company, engaged in the sale of residential and commercial land, the sale and leasing of commercial properties and development consulting for both residential and commercial properties.*

to their investments and OREO assets. Whether it is land in various stages of development or finished building lots, our firm can assist you with your unique real estate needs.



### SITE ACQUISITIONS

Years of experience has made Blackwood Real Estate, Inc. the company to go to for site acquisitions. Acquisitions for regional and national companies have been a staple of the company for more than a decade. Whether you need a site(s) for retail or specialized commercial, our team can handle your needs for one or more locations. Our team will analyze your requirements and find you the best sites available. If you need to be on the ground in the Rappahannock Region, our company is the one who can get it accomplished!

### DEVELOPMENT CONSULTING

For more than 26 years, Blackwood Real Estate, Inc. has provided valuable development consulting services to its clients. Whether commercial or residential, we can assist you in making the right decisions with your property, and obtain the necessary federal, state and local approvals needed. Whether a business owner wishing to build your own office building or a financial institution in need of services for its OREO assets, Blackwood Real Estate, Inc. is the company who can assist you with your critical needs. Over the last two decades, we have assisted numerous clients in solving their various real estate issues and have brought liquidity to tens of millions of dollars of commercial and residential developments.

# **Associate Bios**



## **DAVID K. BLACKWOOD**

*"If you refuse to see  
two sides of an issue,  
you have rendered yourself  
blind in one eye."*

**D**avid founded Blackwood Real Estate, Inc. in 1989 as a full service commercial real estate brokerage company, engaged in the sale of residential and commercial land, the sale and leasing of commercial properties, and consulting for both residential and commercial developments. Since founding Blackwood Real Estate, Inc., Mr. Blackwood has sold more than 8,000 acres of land and more than 12,000 residential building lots. In addition to commercial sales and leasing, he has been the principal consultant on the development of 15 residential communities, counting among his clients BB&T, South Charles Realty Corporation (now Bank of America), Beazer Homes Corporation, The Hylton

Group, First Union (now Wells and Fargo Bank), and PNC Bank. Before founding Blackwood Real Estate, Inc., David was the Senior Vice President for The Fried Companies, Inc., a residential and commercial development company based in Springfield. During his tenure, Fried Companies acquired land for 4,000 residential building lots and 200 acres of commercial property in the Fredericksburg market. Prior to that, Mr. Blackwood opened and managed the Washington area offices for The Myers Group, Inc., and was in charge of land acquisitions for the syndication of land for investment. Before moving to Fairfax, Virginia in early 1985, Mr. Blackwood was in the land brokerage business in Dallas, Texas.

### **EXPERIENCE**

- 33 years in commercial real estate
- 28 years in the Fredericksburg market
- 28 years in land development and development consulting
- Performed leasing and sales of commercial properties for countless clients
- Sold over 8,000 acres and 12,000 residential building lots in the Fredericksburg area
- Handled acquisitions of land for development with preferred developers and national retailers
- Provided development consulting services for numerous clients

### **PROFESSIONAL QUALIFICATIONS**

- Virginia Real Estate Principal Broker License
- Community Associations Institute (CAI) – **Member**
- Certified Manager of Community Associations – **CMCA**
- Association Management Specialist - **AMS**

### **EDUCATION**

- Bachelor of Arts: Business Finance from the University of Oklahoma

# **Associate Bios**



## **ALLEN GRIFFEY**

**A**llen Griffey brings a rich and diverse real estate background to Blackwood Real Estate including General Brokerage Sales, New Home Sales, Sales Management, Lot and Land Sales, and Acquisitions. For more than 20 years, Allen has worked with regional and national builders in the Washington Metro Area, managing the marketing and sales efforts for thousands of properties.

Allen relocated to Fredericksburg to manage the sales and marketing efforts for a regional builder. The effort was successful, and Allen was rewarded with numerous Building Industry Awards including

Sales Manager of The Year, Top Producer Sales Volume and Sales Units.

Allen has served as Chairman of the Sales and Marketing Council (SMC) for the Fredericksburg Area Builders Association (FABA) and continues to be a member of FABA and SMC.

During the past five years, Allen has engaged in lot and land acquisitions, and land development activities in the Fredericksburg area. He has associated with FABA Member Builders and participated in On-Your-Lot Sales and Acquisitions. His vast experience in the real estate industry adds value to each of our clients at Blackwood Real Estate.

### **EXPERIENCE**

- New Home Sales and Marketing Management for over 20 years
- Land Development and Building Site Sales for over 5 years
- On Site Home Sales Top Producer for Regional Builders
- On Your Lot Home Sales for Regional Builders
- Member Fredericksburg Area Builders Association
- Member Sales and Marketing Council FABA

### **EDUCATION**

- Graduate University of Maryland, Government and Business Administration
- Post Graduate Real Estate Training, Principles of Real Estate, Real Estate Sales
- Real Estate Finance, Real Estate Appraisal, Real Estate Brokerage

# ***Associate Bios***



Michael A. Jenkins is a native of Stafford County who has excellent relationships with local landowners and business leaders in the area. A veteran of the United States Air Force, he received an honorable discharge after having served for eight years. Mr. Jenkins has continued to serve his community as a law enforcement professional for the past 23 years. In his many years of service, Mr. Jenkins has

## **EXPERIENCE**

- 8 years in the United States Air Force
- 23 years in law enforcement
- 6 years in commercial real estate

## **MICHAEL A. JENKINS**

received several awards and commendations for his dedication and professionalism.

Mr. Jenkins serves as our licensed Real Estate Sales Associate, covering Stafford and adjoining counties. Mr. Jenkins is committed to providing each client with personal and professional service that gets results.

## **PROFESSIONAL ORGANIZATIONS**

- Fraternal Order of Eagles
- American Legion