



TOM WHELAN

INDUSTRIAL
COLUMBIA, MARYLAND

Principal

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PARTIAL CLIENT LIST

- ▶ AgriBioTech
- ▶ American Tire
- ▶ ASB Capital Management
- ▶ Bell Helicopter
- ▶ Cabot Industrial Trust
- ▶ CB Richard Ellis Investors
- ▶ Creaney & Smith
- ▶ CSG Partners
- ▶ Emory Properties
- ▶ First Home Mortgage
- ▶ GE Capital
- ▶ Head USA
- ▶ Heritage Landscaping
- ▶ Landmark Turf and Native Seed
- ▶ Marriott
- ▶ Morris Ginsberg & Sons
- ▶ Northwestern Mutual Life Insurance
- ▶ Ocado
- ▶ Owens & Minor
- ▶ Pella Mid Atlantic
- ▶ ProLogis
- ▶ Prudential Real Estate Advisors
- ▶ RREEF
- ▶ Ryan Development
- ▶ SRS Acquisitions
- ▶ Sylvania
- ▶ Systems Connection
- ▶ The Roof Center
- ▶ Tri Star
- ▶ United Source One

PROFILE

Tom Whelan is a Principal at Lee & Associates Chesapeake Region in Columbia, Maryland. Tom has been in the commercial real estate field for over 38 years, originally serving in the Washington office of CB Richard Ellis. In 1997, Tom opened Ryan Commercial, LLC with Matt Ryan. During this time, Tom has concentrated on the sale and leasing of industrial properties and representing industrial tenants with their real estate needs. In 2013, Ryan Commercial, LLC merged with other local real estate brokers and formed Lee & Associates Chesapeake Region, the 48th Lee & Associates office in the United States. Prior to entering the commercial real estate field, Tom was in public accounting with the Washington DC based accounting firm of Rubino and McGeehin, Chartered. During his career at Ryan/Lee & Associates, Tom has concentrated on marketing industrial space for many major institutional investors for both lease and investment sales. In addition, he has represented many of the larger corporations in the Baltimore Washington Corridor that are users of commercial industrial warehouses.

CAREER SUMMARY

- Leasing representative for various institutional clients with a portfolio in excess of 7,000,000 square feet of industrial real estate
- Concluded over 900 separate real estate transactions since 1997
Leased over 30 million square feet of space totaling in excess of \$1.0 billion dollars since 1997
- Sold over \$300 million dollars in investment property since the inception of Ryan-Commercial, LLC (now Lee & Associates)
- Represented tenants to lease space totaling over 7.0 million square feet since 1997

EXPERIENCE

- 2013 -- Present: Lee & Associates Chesapeake Region | Principal
- 1997 -- 2013: Ryan Commercial, LLC | Senior Vice President

EDUCATION

Mount St. Mary's University | Bachelor of Science in Accounting

BUSINESS AND COMMUNITY INVOLVEMENT

- Certified Public Accountant | State of Maryland
- Past President of the Board of Directors for the Maryland State Golf Association (2015)
- Board member of the First Tee DC Pro-Am

AWARDS

- Selected as one of Baltimore's top 25 brokers regularly since 2000 by the Co-Star Group
- Selected as one of Baltimore's top 20 brokers regularly since 1999 by the Baltimore Business Journal