

JEFF WILKE, CCIM, SIOR, LEED AP
VICE PRESIDENT
HUNTSVILLE, ALABAMA

CAREER HIGHLIGHTS / SPECIALTY OVERVIEW

Jeff joined Graham & Company in 2000 specializing in sales, leasing and investment of industrial and office property. In his time at Graham, Jeff has completed over 6 million sf of real estate transactions with a market value in excess of \$130,000,000.

EDUCATION / AFFILIATIONS / HONORS

- B.S. Economics & Urban Planning – Florida State University, Tallahassee, FL
- CCIM Institute, Chicago IL – Financial Analysis, Market Analysis, User Decision Analysis and Investment Analysis
- CCIM, Certified Commercial Investment Member Designation
 - Board of Directors – Alabama Chapter (2010-2012)
- SIOR, Specialist in Industrial & Office Real Estate Designation
 - Benefits & Services Committee
- LEED AP, Leadership in Energy and Environmental Design Accredited Professional
 - Certification 2009
- Huntsville Young Professionals (HYP) – Founding Board Member
- Art Krewe of Huntsville Museum of Art
 - Board and Advisory Committee Member
- Huntsville Madison County Leadership’s Connect Class 1
- Committee of 100 Young Professionals Initiative Member
- Alabama Germany Partnership

SELECTED EXPERIENCE

Cinram	770,500 SF	Tenant Representation - Industrial
1000 JRR, LLC	359,304 SF	Industrial Lease & Investment Sale
Quality Culvert	320,400 SF	Buyer Representation - Industrial
Cinram	300,000 SF	Tenant Representation - Industrial
ADC, LLC	208,000 SF	Industrial Lease
Madison Twenty, LLC	202,000 SF	Industrial Lease
Madison Twenty, LLC	133,748 SF	Office Lease & Investment Sale
Futaba	75,266 SF	Office/Warehouse Sale
UAW Daimler Chrysler	60,000 SF	Office Investment Sale
BellSouth	22,032 SF	Office Building Sale
URS	17,182 SF	Tenant Representation - Office
Red Hat	10,750 SF	Tenant Representation - Office
Smith Barney	3,403 SF	Tenant Representation - Office
Madison West, Inc.	40 Acres	Seller Representation - Land



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VALUE ADDED SERVICES

- Consulting
- Investment Analysis
- Lease Analysis
- Brokerage
- Build-to-Suit Coordination
- Tenant Representation
- Site Selection

SELECTED CLIENT LIST

- AT&T
- Alfa
- Cinram
- Kohler
- Makino
- Red Hat
- Smith Barney
- Sonoco Products Company
- The Boeing Company
- UAW
- UPS
- URS

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| BIRMINGHAM | HUNTSVILLE | JACKSONVILLE | GULF COAST