



Thomas Garland

Executive Vice President
NAI Brannen Goddard

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Scope of Responsibilities

Tom Garland provides proactive, strategic, revenue-enhancing solutions to commercial real estate users and owners who have varied and geographically diverse portfolios and limited resources to acquire, dispose of, and manage their business properties.

A 30-year veteran of the commercial real estate industry, Tom delivers multi-market, multi-disciplined portfolio management, lease administration, transaction management, brokerage, valuation, market research, property management and real estate advisory services for public and private companies. He assists clients by building and managing teams of office, industrial, retail, investment and land specialists within NAI Brannen Goddard and NAI offices throughout the world.

Professional Affiliations & Designations

State of Georgia, Licensed Real Estate Agent

Atlanta Commercial Board of Realtors, Member

Accredited Six Sigma Green Belt

Educational Background

McDaniel College *Westminster, Maryland*

Bachelor of Business Administration, English/Communications

Johns Hopkins University *Baltimore, Maryland*

Professionals Development Center

Global Productivity Solutions

Six Sigma Greenbelt Certification Program

Significant Transactions

\$5.27 Million sale of 50 acres and the \$15.9 million, 15-year lease of an 84,159 SF R&D facility in Kingston, Ontario. NAI Brannen Goddard and NAI Commercial Toronto represented the seller/lessor, Novelis Corp., in the sale/lease to Queens University.

Acquisition of 500 acres for master-planned mixed-use development in Aurora, CO. Disposition of more than \$30 million worth of excess land around the U.S. for RealtiCorp.

From 2001–2003, Tom completed over 500,000 SF of office and industrial transactions for GE Capital, saving GE \$20 million through its Six Sigma “City Team” Initiative.